THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 53 YEARS THE CANNED FOODS AUTHORITY—1931

Entered as second class matter at the Post Office at Baltimore, Md. under Act of March 3, 1879

Vol. 54 | Published at BALTIMORE, (every) MONDAY, DECEMBER 14, 1931 | No. 18

What sort of CHRISTMAS *will* this one *be?*

YOU can make it a good one for Canned Foods.

Every year at this time, the churches, clubs, fraternal organizations and relief committees in your community lay their Christmas plans—and get their members to contribute boxes of supplies. This year, since the need is greater, there will be more of this work than ever. And this year *food* will be the principal item distributed.

In the December 19th issue of the Saturday Evening Post, the advertisement of the National Canners Association is featuring the idea of Canned Foods for Christmas. The people of your community will respond. In other years they have distributed Canned Foods at Christmas. Gift assortments will make their job easier.

Here's what to do: First, get your retailers to make up assortments of Canned Foods—mixed cases of fruits, vegetables, meat, milk, fish and other things. These assortments should vary in price from $2 up.

Second, give your wholesalers and retailers the Christmas labels specially made up for these assortments. You can get them from the National Canners Association *free*. A label should be on every gift box the retailer makes up.

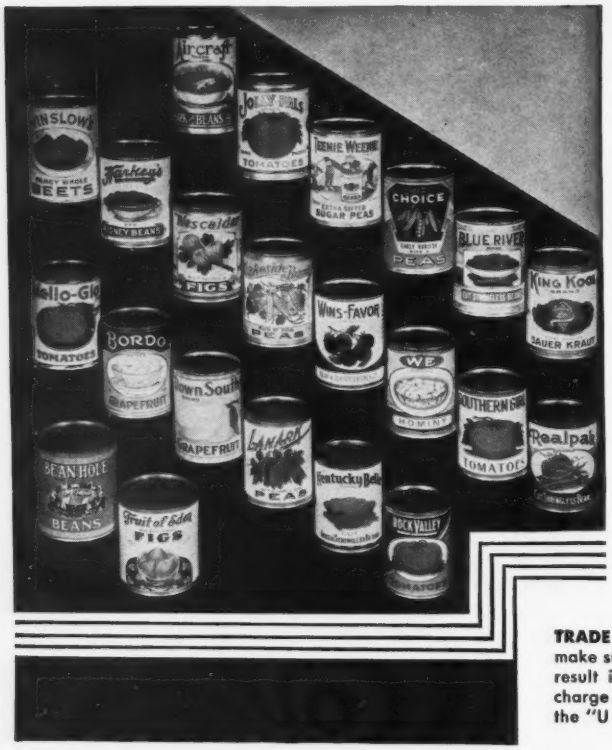
Third, help retailers merchandise the idea. Tell them to notify the various welfare organizations that these assortments are available. People will find it very helpful to have these cases all made up at the price they want to pay —and ready to be delivered.

This advertisement featuring the Christmas Gift Box idea will be read in more than 3,000,000 homes. It appears in the Saturday Evening Post, December 19th issue. Tie up with it by carrying out the plan outlined on this page.

But organizations are only half the story. Plenty of *individuals* will be giving Canned Foods for Christmas—and they'll buy them from the retailer who displays them, and makes them easy to buy. Retailers should fill their windows with gift assortments. They should hammer the idea in newspaper advertising, send letters to their customers, suggest the idea to everyone who comes in the store. No limit to the things an alert merchant can do. For example: there are probably several vacant stores in town. Their windows can be rented for a song and filled with Christmas Gift Assortments to attract more people and make more sales.

Here is a real opportunity. Get going now. There's no time to be lost.

NATIONAL CANNERS ASSOCIATION, WASHINGTON, D. C.



FIT YOUR LABEL FOR ITS NEW JOB...

MODERN merchandising puts a big responsibility on your labels. They must *identify* your product distinctively; they must have *consumer appeal;* they must *advertise* for you, and build permanent good will; they must *speed production* by working properly in your labeling machines.

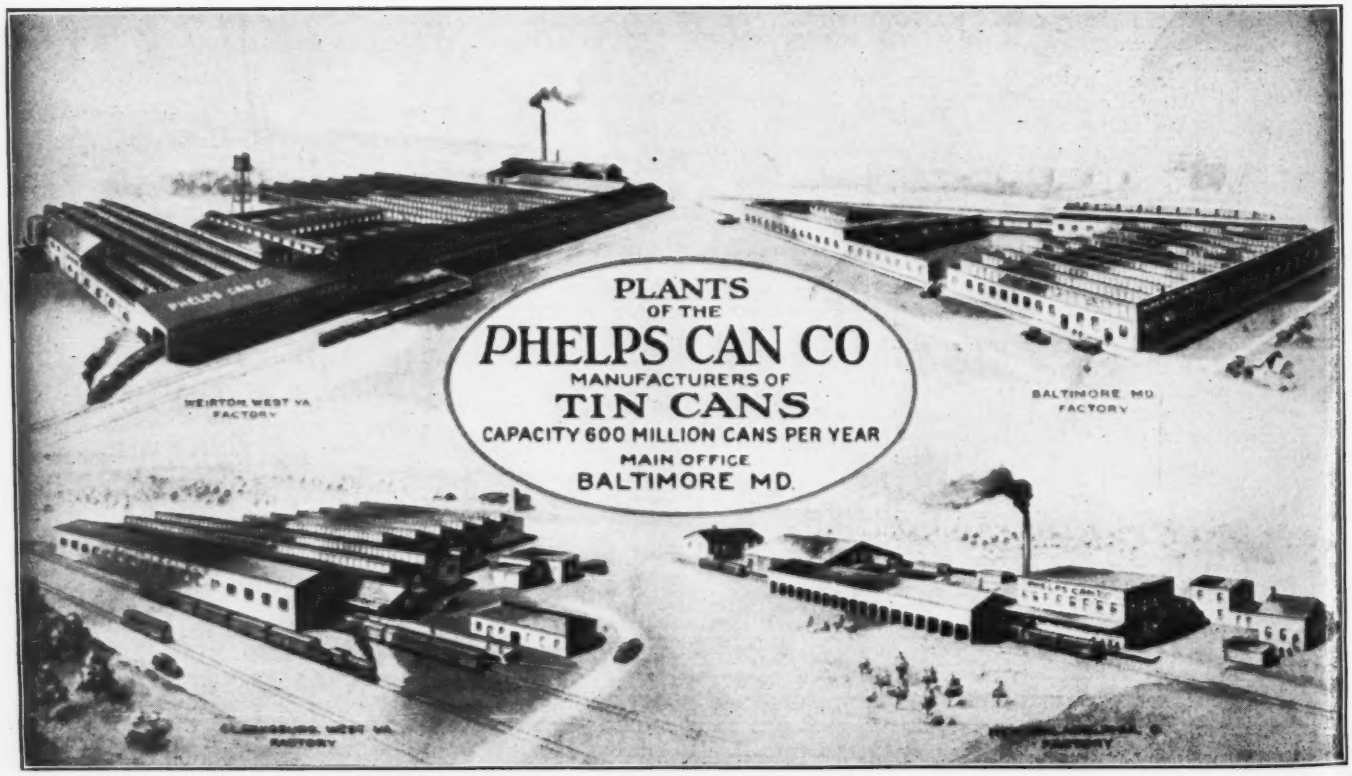
"U S" produces labels that meet ALL these requirements. "U S" is a nation-wide service, with sales offices in sixteen cities, and production plants convenient to you. It's good judgment to confer with "U S" on your label requiremeets.

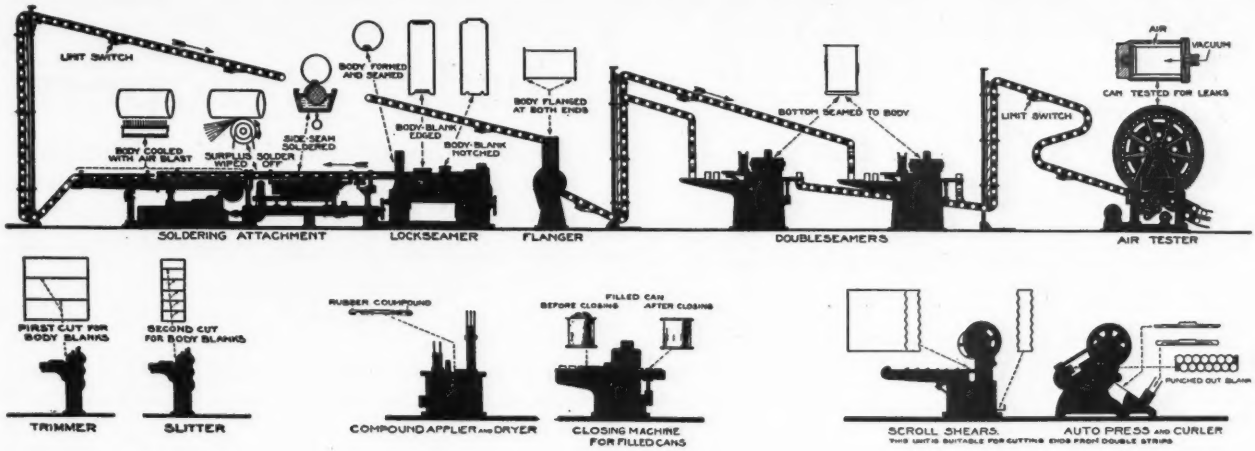
Write "U S" Today.

TRADE MARK SERVICE... Before adopting new brand names, make sure they are not already in use. Failure to do so may result in costly litigation. Get prompt information without charge about registered and unregistered brand names from the "U S" Trade Mark Bureau at Cincinnati.

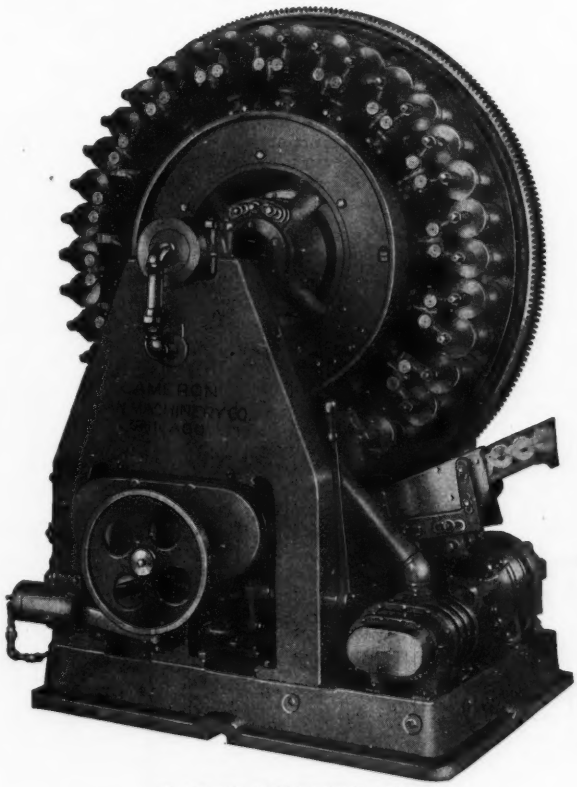
THE UNITED STATES PRINTING & LITHOGRAPH CO.

55 BEECH STREET, CINCINNATI, OHIO 98 N. THIRD STREET, BROOKLYN, N. Y. 439 CROSS STREET, BALTIMORE, MD.





Cameron Automatic Line-Producing 300 Sanitary Cans Per Minute



No. 307 AIR AND VACUUM TESTER.
IT TESTS AND EJECTS FAULTY CANS WITHOUT HELP OF AN OPERATOR. MADE FOR CANS OF ALL SIZES AND SHAPES.

WHY NOT MAKE YOUR OWN CANS?

We furnish and install the machinery. We can also recommend operating foremen and sources of tin plate. Substantial savings are to be made over the prevailing market price of tin cans.

CONSIDER THIS LIST OF SUCCESSFUL PACKERS WHO MAKE THEIR TIN CONTAINERS.

Nestle's Milk Products, Inc.
H. J. Heinz Company.
Armour & Company.
General Foods Corporation.
Corn Products Refining Company.
Swift & Company.
Borden Company.
Broder Canning Co., Ltd.
Phillips Packing Company.

Cameron Can Machinery Company

240 North Ashland Avenue « « « » » » CHICAGO, U. S. A.

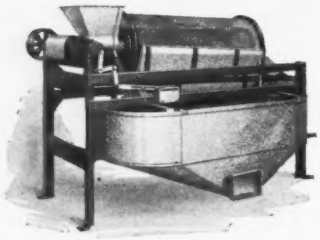
YOUR INCREASED VALUES REQUIRE INCREASED FIRE INSURANCE

Each increase in the amount of your insurance means an increase in your share of the saving . . . .
Write - wire or phone - your additional requirements.

LANSING B. WARNER, Incorporated
540 N. Michigan Ave.,
CHICAGO, ILL.
TELEPHONE: DELAWARE 9400

Canners Exchange Subscribers
at
Warner Inter-Insurance Bureau

CORN SILKER



Automatic . . .
Self Cleaning

The silking wires are cleaned automatically by a water spray on the opposite side away from the corn. No chance for silk to drop back into corn.

CLEAN! SANITARY!

BERLIN CHAPMAN CO., BERLIN, WIS.

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

MODEL "A"

Judge Syrupers

By using the Cutler Method of applying Concentrated Syrup - the following advantages are gained, over present system of making syrups to the strength or degree required per grade:

1st. Only one strength of syrup is made - this simplifies the work of the syrup maker.

2nd. Two tanks instead of many. One pipe to syruping machines, instead of one for each grade. Reduces cost of piping, valves, leaks, cleaning, draining and sour syrup, etc.

3rd. Excess concentrated syrup is returned to supply tank by pump, this circulates the syrup, mixing same and keeps it at uniform temperature and allows use of 60, 70 or 80 degree syrup, without crystallazation or clogging of pipes.

At end of run - syrup is drained from pipes and syrup machines and returned to supply tank. Pipes and machines are flushed with hot water and first run of water, which contains sugar, is run into main mixing tank, saving this sugar at no cost of labor in cleaning up.

The concentrated syrup that is returned from syrupers, never comes in contact with the contents of the cans, is simply the overflow from the measuring cups, which is caught in the syruper bowl or tank and returned pure as it left supply tank.

There are no fruit juices or particals of fruit in the syrup, to sour or ferment. 60 deg. syrup keeps, it don't sour like lower degrees of syrup will, if held in storage.

4th. By measuring the amount of 60 deg. syrup required to give a certain cut-out, only that amount of syrup is used per can and it stays in the can - as the can is not filled full enough to overflow or tip out when passing thru exhaust.

The ounces of 60 deg. per can gives accurately the amount of sugar per case used, so you know your sugar cost per case at all times.

5th. As fruit varies season to season and even during the season, as to the amount of sugar required to maintain a uniform cut-out, the Cutler Method and Judge System allows instant changes in the amount of sugar - by putting in more or less syrup per can.

Thus it is practical to reduce for Ripe and increase for Green fruit - tray by tray or get different cut-outs - instead of having to mix special batches of syrup and special pipes to convey same to syruping machines. As only one strength of syrup is used - there is no loss of time in changing from one grade to another, as is the case now, by emptying the bowl and valves as in other machines. This gives more cans per day per line.

6th. The Water Adder - fills the cans with water and then tips them, to give desired head space. The heat of the exhaust and of the water added and the head space govern the inches of vacuum you get.

As the syrup and water do not mix - until after the cans are sealed, cooked and cooled, there is practically no loss of sugar when cans are properly filled and tipped.

Every can is filled uniformilly, no under weights.

7th. As the Judge Syrupers are designed for high speed, no vibration, automatic thruout, with Safe-T-Clutch, Never-Miss-Timer they run at any speed per minute, with no jams, waste or slack or overfilled cans. The Domes over cans have ample clearance, no mashed fruit. No plugs to enter cans. No Rubber rings to wear. No squirting from bad flanges. Steam Jet on valves and bowl prevents valves from sticking. Made of the finest bronze, material and workmanship.

E. J. JUDGE
Syrupers, Clutches and Timers,
P.O. Box 238 Alameda, Calif.

CANS ARRIVE UNDENTED IN H & D BOXES

¶ Strong, sturdy, light weight Hinde & Dauch corrugated fibre boxes are built expressly for carrying canned foods safely to their destination. H & D box walls are rigid and contents fit snugly. There is a complete absence of shifting in transportation. Millions of H & D standard canned food boxes have been used and they are used today by hundreds of canners everywhere and not a single complaint of them has ever been registered. Investigate this exceptional box that will bring your products to the Dealers' shelves, undented and in perfect condition. Samples and prices sent without obligation.

The Hinde & Dauch Paper Company

800 Decatur Street
Sandusky, Ohio

SAFETY THIS MERCHANDISE IS PACKED IN AN H&D BOX

This mark assures your customers that you have guarded against all reasonable hazards of transportation.

HINDE *and* DAUCH

Corrugated Fibre Shipping Boxes

H&D

You Can Put

"Canned Foods for Christmas"

Over the Top

With a Concentrated Drive the Last Week!

CANNED FOODS for Christmas *was* a great idea!

Right from the first announcement, the response by Canners, Brokers, Wholesalers and Retailers has been way in excess of our expectations.

Everyone connected with the Industry has done a remarkable selling job.

Over three-quarters of a million Christmas labels have been distributed.

Over one hundred thousand proofs of the "Canned Foods For Christmas" advertisement have been sent out for use as displays in retail stores.

The advertising in the December 19th issue of The Saturday Evening Post and the leading women's publications out in December is reaching over 15,000,000 people . . . in every community from Coast to Coast.

The stage is set—buying is under way!

Now is the time for a concentrated drive to make sure every possible sale is secured. Don't let up a minute!

Canned Foods for Christmas will be bought during the last week. Plan a last-minute drive on every Wholesaler and Retailer in your community.

Make sure that Retailers have made up suggested assortments with Christmas labels, and are giving them the proper display . . .

Help your Retailers to merchandise the idea by notifying churches, clubs, fraternal organizations and relief committees that these assortments are available .

Be sure that Canned Foods for Christmas occupies considerable space in Retailers' newspaper advertising . . . that letters are mailed to customers . . . that every clerk is coached to suggest the idea to every customer who comes in the store.

Make sure all these things are being done in your territory and you can be sure Canned Foods for Christmas will go way over the top!

Don't depend on the other fellow to do it—go out right now and see to it yourself that assorted Canned Foods are being sold in your territory the last week before Christmas. This is the vital week when buying will be done!

THE NATIONAL CANNERS ASSOCIATION
WASHINGTON, D. C.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Foods Packers* of the United States and Canada. Now in its fifty-fourth year.
Entered at the Postoffice, Baltimore, Md., as second-class matter.

TERMS OF SUBSCRIPTION

One Year	$3.00
Canada	$4.00
Foreign	$5.00
Extra Copies, when on hand, each	.10

Advertising Rates Upon Application.

PUBLISHED EVERY MONDAY
By
THE TRADE COMPANY
ARTHUR I. JUDGE
MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
BALTIMORE, MD.

Telephone Plaza 2698

Make all Drafts or Money Orders payable to THE TRADE COMPANY.

Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 54 BALTIMORE, DECEMBER 14, 1931 No. 18

SOMETHING IN THIS—"Facts In Food Distribution" quotes a Baltimore lawyer as saying:

"Any law regulating grades of canned or other foods can be no more than a written expression of what the industry itself wants to do. Federal and state officials are powerless to effectively enforce such a law unless they have earnest support of the state and local associations among the canners. Once this truth is fully understood, canners will equip their state associations with better organizations to aid in controlling quality. They will then have such an accurate knowledge of what is being packed that the police power of the government will be used only when a canner refuses to listen to reason."

This lawyer undoubtedly presupposes the ideal condition existing in canners' associations, whereby members are held to a strict observance of the higher ethics of their calling, such as packing a high standard of quality in all products, and in general conducting their business upon a high standard of business methods—a somewhat better class of the select canners, one might say. That is the glamour which the general public usually throws around any member of a business organization, or Association—as distinguishing the member from others of his calling; because he has been able to pass the test of his fellows, and been admitted to membership. And of course that is what membership in a canners' association ought to stand for. And it ought to stand for what the lawyer quoted above intimates: in order to hold or retain membership the canner must comply with the strict rules, and be above the suspicions cast upon non-members; or in other words that the Association exercises definite control of its members in all matters, except prices.

That is how it ought to be, but is it? If you are a member of your canners' Association you know the answer, and in any event any Secretary of any of these many associations will tell you, and quite plainly. The unfortunate truth is that no canners' association has any control whatever over its members, and confines itself to recommendations, which its members can take or leave as they please. That is the great weakness of all these associations. They are not doing what such associations should do, nor what the general public expects them to do, that is standing as guarantors of their members, so far as business conduct is concerned.

If our associations had this control, they would be immensely stronger than they are, much more attractive to every worth while canner in the business, and would have larger memberships and better treasury conditions. If this is not done soon, unless we misunderstand the hand writing upon the wall, as observed from the meetings so far held this fall, trouble must follow. The members are not satisfied with the impotency of their Associations, and that is putting it as mildly as we can. Too many are saying if they cannot control their own members what good are they? A business association ought to be as strict at least as a fraternal organization, and the truth of this is beginning to dawn upon all men. The world thinks that that is the way we function; then we must begin to.

When your association takes an action, after thorough debate before the whole body, then that action should govern every member, and every member should feel compelled by it. How else can progress as an industry be made, unless it be by the banding together of the leading men of the industry, to advance the welfare of that industry, and the gradual gathering about them of the men worth while, and worthy of membership. That would make membership worth while and sought after, a prize to be obtained only by merit. Have we that now?

There is no reflection upon any set of officers anywhere in this, it is merely a restatement of what we have so often said, and so often regretted: that the Associations have no power. The old excuse will be heard that the laws will not permit power to such associations. That is not so. The only thing these associations are proscribed in is matters of agreement upon prices.

We must have an end of the old folly: meeting, perfunctory resolutions, and all going home and promptly forgetting about them. Conventions must be more than mere meetings; canners Associations more than mere figure-heads. "Canners will equip their State associations with better organizations and aid in controlling quality." That is what the public expects of you, and that is what you must do.

HOW BETTER BUSINESS MEN?—If these depressed times would only develop aggressive salesmanship as much as they do irritability and a desire to find fault and criticize, we would recognize the more easily the real blessing in disguise that they are. Adversity is a great teacher, and our whole industry is learning, and learning rapidly. "Necessity is the mother of invention," and the canners have their inventive genius hard at work, and are accomplishing things.

Apparently every subscriber to this journal, and a whole horde of others who are not subscribers, are reading each issue very carefully, and the vast majority of them are quick in criticism, and commendation, too. That shows the awakened spirit, and is what we want and welcome; for out of it will come good for all of us. "In a multitude of minds there is wisdom" says an old proverb.

One of the creptic criticisms might be briefly stated thus: "how's a canner to become a better business man?"

To be "better" business men indicates they must now be business men. As a canner, suppose you had no means whatsoever of disposing of your packs, and were forced to go upon the market and sell your goods? What would your first plan be? To sort the goods into qualities that you know, so that you can pick up a can and tell the buyer, "here is such and such quality," at the price named. As you sat the can on his desk you would note that the label says nothing about that; that in fact that the label says nothing at all, except that the can contains tomatoes, corn or something else. After calling upon the first buyer, your inclination would be to return home and label those cans so that anyone will know, and know definitely. And when you began that job you would come to realize that that label is not only the window of the can, as Geo. W. Cobb termed it, but that it is the finest billboard possible for the canner. It not only tells the buyer (the distributor) what's in the can, its quality, etc., but it goes directly into the kitchens of the consumers, and into the hands of the little housewives who feed the world. Gee! that is what men are spending millions in advertising trying to do, and here my message goes without an added cent's cost to me. But where is my message! A handsome four-color-and-gold label, with a pretty picture taking up most of the space, and little else. What a boob I have been! The label man probably would not have to charge me even as much as he does for this reproduction of fine art, if the whole label merely told the story in plain print, neatly done, and the story the little lady at the kitchen table wants:

The name of the product, of course.

The quality—your quality, as you conceive it in the hope to please her.

The number of servings it will make.

Its food value, as determined by dieticians; all retained.

The speed of canning, after harvesting, to show its freshness.

Some well selected recipes, or better still an invitation to send for a book of recipes, and the detailed story of how canning is conducted.

Then the name and address, and the legal statements.

And a list of any other items you may pack.

All of that can be arranged upon the label, neatly, attractively, and in a manner to look well on the retailer's shelf, but at the same time make every single can the best kind of an advertisement—without added cost to you. You are just wasting money, now, in the style of labels you use. Why not make your label bill an investment in the finest kind of advertising: a help to the housewife in the proper use of your goods?

There is just one hint of good business—better business, we mean. And you have time to do it for 1932 packs!

"BOB" SINDALL'S MOTHER DIES

THE offices and plant of A. K. Robins & Co., Baltimore, were closed all day, Friday, December 11th, out of respect to Mrs. Caroline Gertrude Stewart, the mother of Robert A. Sindall.

This is a hard blow to "Bob," who was devotedly attached to his mother, and the sympathy of his friends will go out to him in his heavy loss. She died Dec. 9th, at a fine old age, and was buried in Druid Ridge Cemetery on Friday afternoon, the 11th.

CHANGE IN FIRM NAME

H. GAMSE & BROTHER, INC., the well-known label lithographers, changed the corporate name to the Gamse Lithographing Company, Incorporated. The business is operated at the same address, 419-21-23 E. Lombard Street, Baltimore, Md., known as the Gamse Building. Mr. Herman Gamse, President of H. Gamse & Bro., Inc., is president of the new company. In fact, the same officers of the old concern are the officers of the new concern. The same equipment will be used, and also the same personnel. Economies have been effected in the new organization, which will result to the interest of label buyers throughout the country.

CANNERS' CONVENTIONS

Note—Secretaries will help their meetings and render a real service to all interested by keeping this column well and accurately posted. Send full information as to date and place of meetings.

December 15—Pennsylvania Canners, Hotel Yorktowne, York, Pa.

December 15-16—Iowa-Nebraska Canners, hotel and city to be named later.

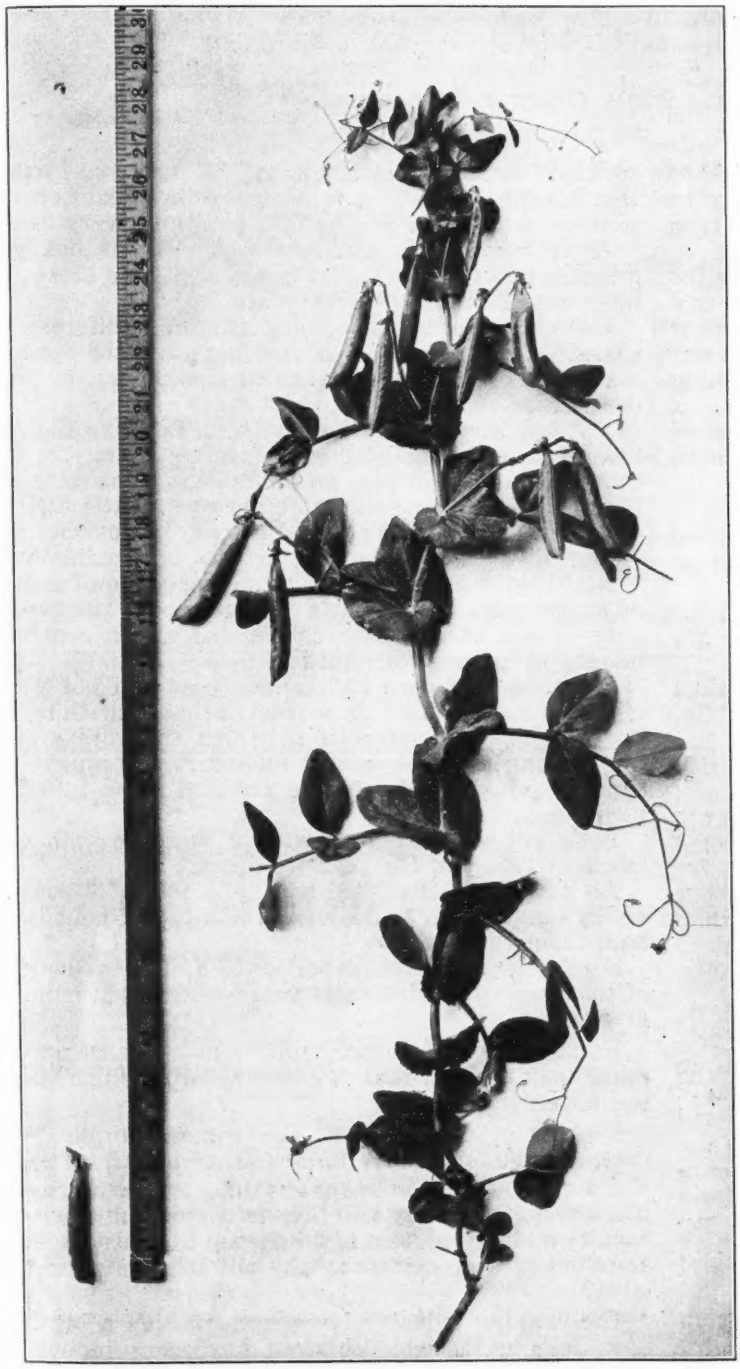
December 16-17—Tri-State Packers, Hotel Lord Baltimore, Baltimore, Md.

January 25-27, 1932—National Preservers, Congress Hotel and Annex, Chicago.

January 25 to 29, 1932—National Canners; National Food Brokers; Canning Machinery & Supplies; Machinery Exhibit. Hotel Stevens, Chicago, Ill.

February 9-10, 1932—Virginia Canners, annual, Roanoke, Va.

"A matter of Good Breeding -BLOOD TELLS."



ROGERS "E" *or* NEW PERFECTION

In breeding this new strain, we had certain definite aims in mind:

To produce a strong vine, setting its pods well up from the ground, and sufficiently tall to stand the natural "shortening up" of a dry season, while at the same time one which under normal growing conditions would not make an excessive tonnage to pass through your viners; with all this we were striving for maximum yield and evenness of maturity.

The result is before you.

Note the sturdy 28 inch vine.

First pods 16 inches from the ground.

4 pairs of doubles in a 6 - inch space.

8 pods ready to can at one time.

A pea that you will like to pack and your farmers will like to grow.

See us for seed to be grown in 1932.

ROGERS BROS. SEED COMPANY

CHICAGO, ILLINOIS

Breeders & Growers
for
QUALITY PACKERS.

SINCE 1876

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

YOU will read this article toward the turn of the year, already plans have been maturing in your mind, your course of action for 1932 has been pretty well shaped.

Being only human, you remember some of the propositions put up to you by harassed buyers this summer and fall and you have probably made up your mind to bide your own sweet time, but to "get even" eventually although you may have to loose something by doing so.

Injustice rankles, contracts entered into in good faith have been cancelled, you feel you have been imposed upon, no doubt:

Brother, you are on the wrong track!

The man you have sold for years to your mutual satisfaction until this year is the same good fellow he has always been!

No matter how big our expense account, no matter how important we seem in the eyes of others, we are all working for some one else.

Remember the story of the fellow who was asked who he was working for now and who replied, "Oh, the same old gang, the wife and two kids."

1932 is going to be the year in which to cherish friendships, not the one in which to remember grudges.

Buyers of thirty years standing in some houses are listening today, and have been for a year, to some efficiency expert who has been hired to do his job for some group of financial men who know no more about the canning business, its trials and tribulations than you do about the Einstein theory and its explanation!

In all the hullabaloo about low and even lower prices, not much has been said about quality.

The National Canners Advertising campaign has sounded a warning note, it is true, but pressure, educational efforts, activity has all been pointed toward the necessity of disposing of a pack in a market that seemingly knows no bottom.

No doubt the Mapes Law standards for corn will become public and effective as far as the 1932 pack of corn is concerned.

The experience of the industry as far as standards for canned foods so far announced has been favorable; we would not go back to the old days if we could.

Now let us forget the getting even we were going to do when opportunity offered in the future and see what we can do toward really putting out a quality pack in 1932 that will eclipse our previous efforts.

Then let us see what we can do as individuals and in our associations toward selling constructively.

When Shredded Wheat were no longer controlled by one firm, what did the first packer to enter the field after the originator do? Did he harp on the old theme of his pioneer in the market? He did not! He is printing on each box of his product, "Food Content certified" or something like that. He tells you further that his shredded wheat, when served in milk or cream, contains 6 vitamins and he lists each and every one.

After reading the subject matter on his box you conclude his shredded wheat is different from those you have been familiar with for years.

How many pea canners say anything different on their labels? Labels on canned peas and the reading matter on them is as like one to another as the peas in the cans.

The few advertisers who have been extolling the virtues of canned peas confine themselves strictly to the conventional dish of peas on the table and the same old hackneyed comments on them. One goes a little further and in the current full page ad on corn admonishes the reader not to forget the pea member of the family.

Not a word about the health giving value of a dish of canned corn a day, not a whisper about the resistance to say, the common cold if one eats a generous helping of canned corn each day.

Maybe canned corn and canned peas will not ward off colds even if used as a poultice but something of the sunshine and pure air in which they are grown for canning must be caught and carried through the canning process and into the can and so on into the home.

Let's get something of such a message onto our labels in 1932 and the years to come.

An advertiser of canned ham tells us that 6 pounds of his canned ham equals eleven and a half pounds of ham from the butcher.

Surely the healthful properties of a number two can of tomatoes equals the same value of a certain number of eggs.

It must be that tomato juice has a health appeal other than the fact that "Concentrated sunshine" is in the beverage.

Packers of Cod liver oil tell you specifically how many Vitamins A and Vitamins D are in each gram.

If tomato juice is good for anything except its flavor, if a small glass a day will help to correct an over-acid condition of my system and help me to control a long standing case of catarrah, why not tell me so on the label?

The canning industry has grown up, it's a big boy now, let's quit being children harboring individual grievances against individual buyers who have been compelled in many cases to take steps in doing business with us that were more distasteful to them than annoying to us.

Let's put all our thought on how we can better pack, advertise and merchandise our 1932 pack.

If manufacturers of cheese cloth can dye it all the colors of the rainbow and sell five one-yard rolls in a box at 25 cents, retail, surely the canning industry can

Hamachek Ensilage Distributor

PATENTED
United States . . . May 26, 1925
Canada . . . . . Dec. 29, 1925

The Hamachek Revolving Ensilage Distributor is a mechanical device for the stacking of pea vines, corn husks, or other ensilage in a silo or on a stack.

The discharge spout revolves in a circle two or three times an hour and the operator can easily change the incline of the spout to any desired position. In this way, the ensilage is discharged just where it is needed and one man can make a better stack or fill a silo better than can be done by several men without the aid of the distributor.

This machine takes care of about the hardest and most disagreeable work of a canning operation.

The saving in labor alone usually pays for the installation in two or three years.

Additional information will gladly be mailed upon request

FRANK HAMACHEK MACHINE CO.

KEWAUNEE, WISCONSIN

Also Manufacturers of Viners, Viner Feedrs and Chain Adjusters.

AYARS Latest Model
New Perfection

PEA and BEAN FILLER

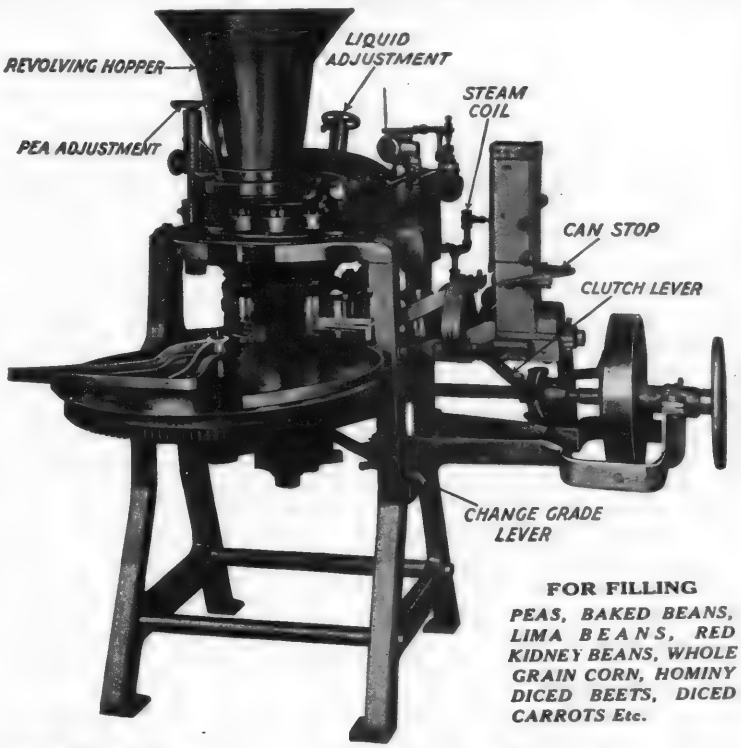
Only Filler on market with slowly revolving Hopper.

Hopper revolves slowly in opposite direction from the way filling pockets revolve insuring absolute uniform fill.

No-Can-No-Fill attachment that works perfectly.

Fills all grades, even small sticky peas without any variation in the fill.

Large Brine Tank Insures hot brine at all times.



FOR FILLING
PEAS, BAKED BEANS, LIMA BEANS, RED KIDNEY BEANS, WHOLE GRAIN CORN, HOMINY DICED BEETS, DICED CARROTS Etc.

AYARS MACHINE COMPANY, Salem, New Jersey

do a whole lot more toward inducing the public, both Mr. and Mrs. Public as well as the three little Publics, to consume more canned foods.

The time has passed during which we can sell our packs on the score of appetite appeal alone.

Put Old Man "Specific" on the job, tell the folks what our products are good for, start with the message on the label.

The label on the can is your messenger to the housewife, do not let it go into the home without doing its full duty to your product and the industry!

HAPPY DAYS ARE NEAR AGAIN!

By "Sam" Gorsline

THE fellow who lives in the past hasn't much of a future. But the chap who looks the situation squarely in the eye and maps his course accordingly is the fellow who is going to get somewhere.

The 1931 canning season is over. It's a matter of history. Nothing can be done about it. But 1932 isn't over—and plenty can be done about it! There have been mighty good canning seasons before—and there will be again. A great national advertising campaign is right now educating American housewives to use your product. Demand must increase and with that demand, comes satisfactory profits. Maybe 1932 will be THE year of years. Who knows? And if it is, will you be ready for it?

The Canners' Convention will be held from January 25th to 29th, 1932. Canners from Maine to California will be there; your brokers will be on deck—you can depend on that; and finally there will be the most complete display of canning machinery and supplies ever shown at any Canners' Convention.

In a few days you will receive a fifty-page program telling you all about the Big Show. Read it carefully—there's a message especially for you. And then come to the Convention—it's your business Convention. Reduced rates will be in effect. Reduced fare certificate can be secured from your own Association, or from the Canning Machinery & Supplies Association, 549 West Randolph Street, Chicago.

Come to the Big Show!

PROGRAM

Twenty-Seventh Annual Meeting of the Tri-State Packers' Association, Inc.

Lord Baltimore Hotel, Baltimore, Maryland
Wednesday and Thursday—Dec. 16th and 17th, 1931.

10.00—President's Report—Ralph O. Dulany.
Appointment of Convention Committees.

10.30—Report of Treasurer—C. M. Dashiell.

10.50—Traffic Committee's Report—W. T. Medford.

NOON RECESS

1.45—Announcements.

2.00—Address—His Excellency Governor Albert C. Ritchie.
Round Table Discussion—Common Sense in Cost Accounting—Led by F. M. Shook.

3.00—Buying Raw Stocks on U. S. Grades—Delaware, W. T. Derickson; Maryland, S. B. Shaw; Utah, A. D. Radebaugh.

4.00—Acreage and Distribution of Corn—Joseph N. Shriver.

GET-TOGETHER DINNER
Courtesy Members Allied Industry.
7.00 P. M.

Toastmaster—Ralph O. Dulany.

Address of Welcome—His Honor the Mayor, Howard W. Jackson.

Address—"Sales and Credits"—E. B. Moran, Executive Sales Manager, The Bradstreet Company, New York City.

Address—Francis A. Harding, President of National Canners' Association.

Presentation of Awards to Winners in Ten-Ton-Tomato Club—Dr. T. B. Symons, University of Maryland.

THURSDAY, DECEMBER 17th, 1931
10.00 A. M.

10.15—Canning Crop Work in 1931—T. D. Holder, Extension Specialist in Canning Crops, University of Maryland.

10.45—Federal Warehousing—H. S. Yohe, Administrator in harge, U. S. Department of Agriculture.

11.30—Co-operating in the National Advertising Campaign—Edward A. Kerr, Baltimore, Md.

12.00—Reports of Committees.

1.00 P. M.—Meeting of Officers and Board of Directors.

SEARS AND NICHOLS MOVES TO INDIANAPOLIS

To Our Customers:

Tn December 12th, 1931, we are moving our Executive, Accounting and Sales Offices to 860 Consolidated Building, Indianapolis, Indiana. We are making this move in the interest of efficiency as Indianapolis is more nearly in the center of our operations.

By reason of this change we expect to be able to handle our operations more economically and, taking all plants into consideration, to give better service on shipments.

The office of the Production Department, in charge of Mr. Evan Reicheldorfer, will remain at Chillicothe. Mr. C. E. Richey, Mr. Reicheldorfer's assistant at Mound City, will continue to operate the Mound City and Kentucky Plants as heretofore.

The management and personnel of all departments will remain unchanged, and you may be assured of the same high quality of canned foods as heretofore.

Please remember the date—December 12th and mail your orders and communications to us at 860 Consolidated Building, Indianapolis, after that date.

Thanking you for past favors and soliciting a continuance, we are

THE SEARS & NICHOLS CORPORATION,
By Harry McCartney.

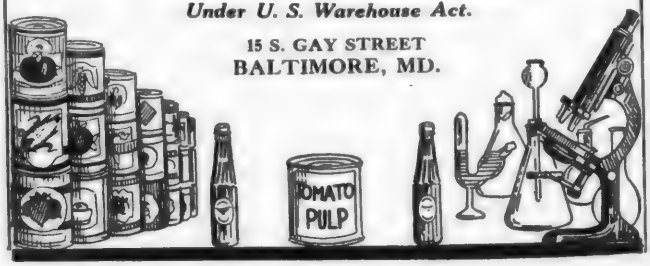
STRASBURGER & SIEGEL

Consulting Food Chemists and Bacteriologists

Grading under the McNary-Mapes Amendment

Licensed Graders of Canned Foods
Under U. S. Warehouse Act.

15 S. GAY STREET
BALTIMORE, MD.



BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

"Bliss" No. 322-K Body Maker

300 Bodies a Minute

"Bliss" No. 322-K Sanitary Can Body Maker. A high-grade machine tool that runs without vibration.

Standardized parts. Driving mechanism runs in enclosed oil bath. Produces perfect can bodies at the rate of 300 a minute.

If you do not have details, write for information. This is the last word in Body Makers.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co. INCORPORATED
MANUFACTURERS OF
LITHOGRAPHED LABELS
BEDFORD VIRGINIA

SHOULD BE

In Every Cannery Office

"A Complete Course in Canning"

As an insurance against loss

Published by
THE CANNING TRADE
Baltimore, Md.

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

COLONIAL BOY COPYRIGHTED

Seeds! Seeds! Seeds!

If you need seeds of any variety, of any quantity or for any date of shipment don't forget us. Write us when you write others for quotations. Tell us what you want and let us quote you.

There are no better seeds than ours which are Pedigree Seeds and Seeds which Succeed.

Business founded 147 years ago.

D. Landreth Seed Company

BRISTOL, PA.

GET THE CHRISTMAS SPIRIT, MR. DEALER!

TOMMY—run around to the grocery and get a pound of butter!" Up pops Tommy like a spring —"bang!" goes Robinson Crusoe on the floor—and Tommy's off—"Twenty Grand" couldn't make better time.

Ordinarily when he is told to go on an errand, Tommy goes—y-e-s, he goes—but he doesn't sprint. Now why?—why, of course! Christmas is just two weeks off!

There are two reasons for Tommy's alacrity. One is that he is bent on being a "good boy"—the other is that he really likes to go to the grocery. Groceries are mighty interesting places around Christmas time—and so are bakeries and butcher shops—or at least they should be, if the dealer is up to snuff.

Dramatize your holiday merchandise, Mr. Dealer; that's the secret! Get plenty of red paper and paint and holly and mistletoe and some Christmas pines—and then get the holiday spirit. If you are not naturally interested in Christmas dinners, and in nuts and raisins and oranges for Christmas stockings, and in Christmas presents for old people and children, and Christmas baskets for poor people and institutions—if you are not naturally interested in these things, well then get artifically interested in them. It is not as good as the real thing, but on the principle that old Bill Shakespeare was right when the said "Assume a virtue if you have it not," it will do.

Around about Christmas time dealers in foods are important people—women really need help with the problem of the Christmas table for the one big feast of the day, and also for all the little feasts which precede and follow it. So see to it that you are primed right up to the minute on holiday foodstuffs. Do you know, for instance, that a pound can of plum pudding serves six; that a fifteen or sixteen ounce can of mincemeat makes just one ordinary sized pie; that it takes two No. 2½ cans of fruit salad to serve twelve?

Have you considered that canned whipping cream is a most useful thing to have in the refrigerator at holiday time? It's right there ready for any and all the unexpected demands of that particular season of the year—for who can tell how many guests will decide to drop in during Christmas week? When you remember that whipped cream is a most important ingredient in so many quickly prepared salads and desserts it is easy to see what a boon this product is to the housewife at this time.

Vacuum packed nuts, which come in cans of various sizes are also a great convenience at holiday time—and this is an article which makes a very well-liked gift.

Holiday boxes containing six or more cans of fruit—assorted — for instance, pineapple, peaches, pears, plums, apricots and cherries—will make especially acceptable gifts this season of practical presents.

Fine coffees and teas put up in cans so as not to lose their flavor are very much appreciated by elderly people and fastidious old bachelors, for whom it is so hard to select.

A dozen or more cans of nourishing soup can be suggested to the shopper who has upon her list the really needy, and canned vegetables come as a sort of manna to the mother who finds it difficult to provide for a hungry brood.

In other words, Mr. Dealer, use your imagination—picture a lot of pleasant scenes in which your merchandise plays an important and beneficient role—picture the scenes, and then pass the pleasing suggestion on to your customers—it's lots of fun and good business.

THE CORN CANNER'S JOB

By Thomas E. Dye

YOU have had time to study the statistics of the 1931 Corn Pack. It is not our purpose to say we told you so, or to stop to argue about cooperation in the past. The all important job now, is to get the pack into the larder of the consumer, and get it there at a figure which will represent a little profit, or at least the smallest possible loss to the canner. This is the job of three hundred corn canners.

What effort are you making? The enclosed clipping taken from the Urbana Ohio Daily Citizen is only a suggestion of what is possible in the way of free publicity, which is available to all canners, and should be taken advantage of at this time, in order to tie in with the National Publicity Campaign of the National Canners Association.

If we will all use every available avenue, we can put nineteen million cases of corn into the hands of the consumers in twelve months. We distributed three million, five hundred thousand cases in September and October, which is at the rate of 21,000,000 annually.

In spite of unscrupulous efforts on the part of some brokers and distributors, stabilized prices are holding firm. More power to the canner.

Let's forget everything about next year's crop for four months and just sell this year's pack at a little profit. It can be done. Let's make a greater effort to have the consumer purchase in case lots. That would double consumption. The retailer can afford to take less profit per can and sell more goods.

And the clipping referred to reads:

POINT CANNED GOODS ECONOMY IN CAMPAIGN

During these times of economic distress the folks of Urbana and hereabout will be much interested in the campaign that is being sponsored by The National Canners' Association, of Washington, D. C., to bring to the attention of the housewives of the nation what it terms "The Economy of Canned Foods" and how their use "Will Square Your Budget," due to the fact that one of the leading canning institutions of vegetable products is located in Urbana, and gives employment to a large number of the men and women of Urbana, during the canning season.

The McCoy Canned Food Company was established in Urbana more than 25 years ago, and has a reputation of being one of the reliable canners of quality corn, peas, tomatoes and other vegetable commodities, and annually pays large sums of money to the Champaign county farmers its products being the most profitable crops produced by the farmers in this county.

While it may not be generally known The McCoy Canned Food Company has always reserved the privilege of supplying local residents who desired to call at the factory, with its products by the case at factory wholesale prices, and has built up an extensive clientele of customers who appreciate the uniform quality produced by the company.

The National Canners' Association has for many years conducted the research work of the nation for the canning industry, and it is due to the scientific development of processing and preserving all manner of food commodities in metal containers, that canned foods have become so universally used and recognized as not only being the most economic and convenient but also the most healthful foods supplied to the American housewife.

The research laboratories of The National Canners' Association, located in Washington, are the most extensive institutions of the kind in America. The association lists 184 distinct food commodities packed in metal containers, and has adopted the slogan, "Give Your Family These Fine Fresh Canned Foods Every Day and Save Money By Doing It."

ACCURATE PEA GRADES

Mixed sizes in the can is a trouble eliminated by users of the

HYDRO-GEARED PEA GRADER

Resulting in a better profit thru the proper placing of the smaller sizes of peas.

Other impressive features include:

LARGE CAPACITY

THOROUGH WASHING

improving the quality

ACCESSIBILITY of SIEVES

SMALL FLOOR SPACE

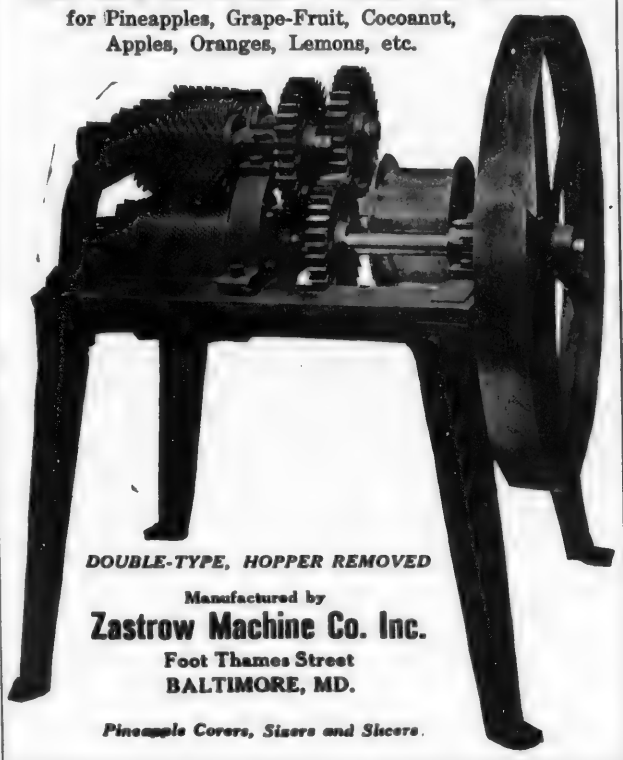
The Sinclair-Scott Co.

Wells and Patapsco Sts.

Baltimore, Md.

ZASTROW-MITCHELL PINEAPPLE GRATER

for Pineapples, Grape-Fruit, Cocoanut, Apples, Oranges, Lemons, etc.



DOUBLE-TYPE, HOPPER REMOVED

Manufactured by

Zastrow Machine Co. Inc.

Foot Thames Street

BALTIMORE, MD.

Pineapple Corers, Sizers and Slicers.

KOOK-MORE KOILS AND TANKS

For Boiling Down Tomato Pulp, Etc.

BY ACTUAL tests Kook-More Koils have proved to be the fastest cooking appliance ever offered to the canning industry. Built in standard sizes to fit 500 and 1000-Gallon Tanks. Knock-down Cypress Tanks (illustrated) or Enamel Lined Steel Tanks in these sizes or in any special size can be readily furnished complete with Kook-More Koils, traps and all other necessary accessories for rapid installation.

Kook-More Koils are self-draining so that no condensation remains in them, reducing burning and the need for cleaning to a minimum.

Raw tomato pulp can be reduced 50% in from 17 to 20 minutes with a Kook-More outfit.

Clip, fill and mail the attached coupon today for full particulars of Kook-More Koils and Tanks and other Langsenkamp equipment.

Sprague-Sells Corporation

Division of

Food Machinery Corporation

Hoopeston, Illinois

EXCLUSIVE AGENTS EXCEPT IN INDIANA FOR:

F. H. LANGSENKAMP COMPANY

Hoopeston, Illinois
Sprague-Sells Corporation

Send us quotation and full details on the following:

- ☐ No. 500 Kook-More Koil and Tank
- ☐ No. 1000 Kook-More Koil and Tank
- ☐ Indiana Pulper
- ☐ Indiana Chili Sauce Machine
- ☐ Improved Brush Finisher
- ☐ Indiana Paddle Finisher
- ☐ Indiana Colossal Finisher
- ☐ Langsenkamp Copper Kettles, size . . . . . gals.

Name .....

Address .....

MEETING OF THE NATIONAL KRAUT PACKERS' ASSOCIATION

Cleveland, December 2, 1931

By Roy Irons, Secretary.

THE matter of donating Kraut to the cities for the Hoover Relief was discussed. It was reported that Mayor Miller of St. Louis had accepted 3,000 pounds donation for that city; also Mayor Harold H. Burton of Cleveland at the Kraut Banquet accepted 3,000 pounds. Mayor Burton stated at the Banquet that they were feeding from 1,500 to 2,000 people every day; in addition to this they were sending out baskets of food to the needy. He said that this Kraut would help them immensely and that they were very grateful to the Kraut Industry for their generous offer and kind assistance.

Dr. Bidding of the Century Exhibition at Chicago has invited the industry to place an exhibition at the World's Fair, showing the manufacturing of Kraut. The proposition was considered, but no action was taken.

Chairman of the Traffic Committee announced that new railroad rates on canned food would become effective soon in certain territories; that effort was still being made to secure lower minimum carload weight on second hand cooperage.

Secretary-Treasurer tendered report on advertising, revealing that coupons were still being received on ads published several years ago.

Mr. Jas. T. Kolbert, of Cory & Kolbert, Publicity Agents, gave a detailed report on the accomplishments of the Publicity Campaign, which was new and interesting. The results of their work are very satisfactory.

Mr. George W. Cobb, General Manager of Sales of the American Can Co., gave a very interesting talk which was thoroughly enjoyed by all.

The question of reporting sales occupied considerable time which resulted in the following motion duly seconded, that the members report their Kraut sales to the Secretary by sending in copy of their invoices, the reports to be compiled and the summary to be sent only to those reporting. It was brought out that to have this market report of weekly transactions direct from the industry before you, will combat to a marked degree, many rumors of questionable nature.

The Sauerkraut Banquet, the menu consisting largely of Kraut and Kraut Juice, was a remarkable success. Mayor Harold H. Burton of Cleveland was present and outlined what the city is doing in various ways to make a greater Cleveland.

At the Banquet, Prof. H. D. Brown of the Ohio State University gave a partial report on the Agricultural Research in Ohio.

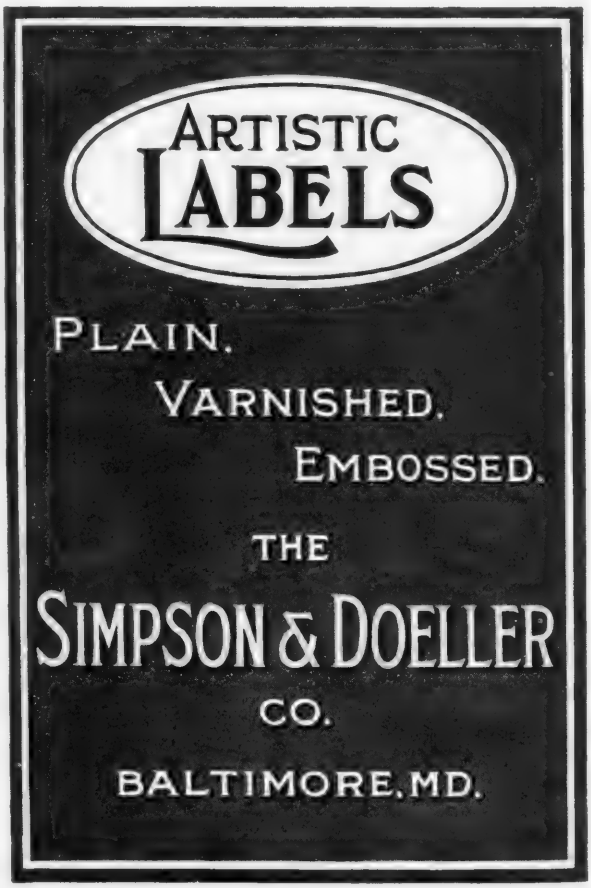
A summary of his remarks follows:

Cabbage Kraut Research in Ohio, 1931

By Prof. H. D. Brown, Thio State University, Columbus, Ohio.

THE 1931 season was much more favorable for the growth of cabbage and it is believed that the results are far more reliable than those secured in 1930. Mr. Wadleigh who conducted the research found several cultural factors which have a marked effect upon the quality of cabbage and the resulting kraut. The leaves of cabbage in a number of fields were bronzed and speckled a characteristic of potassium stravation.

Mr. Wadleigh harvested samples of this cabbage and sent it to Columbus where it was placed in cold storage to be held for further study. It was noted that this cabbage decomposed in storage much more quickly than lots from other fields where potassium was not a limiting element. Furthermore kraut made from this cabbage failed to develop the characteristic kraut flavor. In fact it was very distasteful. Fortunately the survey did not reveal a large proportion of potassium starved cabbage. It should be emphasized, however, that the presence of such cabbage in a few fields can, however, cause considerable damage because it may find its way into several tanks. Samples of the cabbage have been preserved in alcohol and will be analyzed for sugars, carbohydrates and potassium at a later date. The soil will also be analyzed. This problem should however be given considerable more study in order to determine the effects if any of mild cases of potassium starvation, how general this latter may occur, what remedial measures can be applied, if any, to mild and severe cases of potassium starvation. The fundamental reasons why potassium hunger should so modify the quality of cabbage and kraut should be carefully studied. The kraut packers for the present should be sure that all fields known to supply insufficient potassium be given an adequate supply. They should moreover discard all cabbage which shows the characteristic symptoms of potassium starvation. The researches to date should help the farmer secure more money for his crops and enable the packers to manufacture a more wholesome and appetizing product.



BRANCH: DETROIT, MICHIGAN
WHOLESALE CATALOGUE ON REQUEST

BETTER SEEDS

FOR BETTER PACKS

We Are Leading Growers of

CANNERS' SEEDS

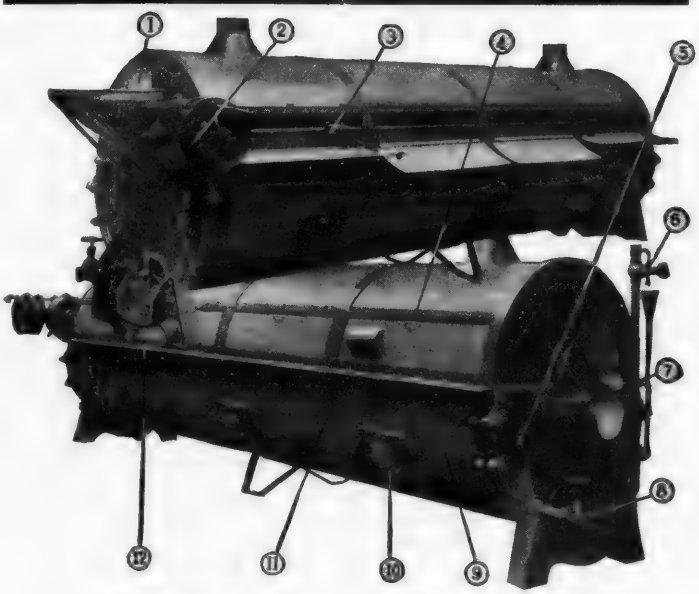
CATERING TO THE BEST IN THE INDUSTRY

PEAS, BEANS, SWEET CORN
TOMATO, PUMPKIN, SQUASH
CUCUMBER, CABBAGE, SPINACH
PERFECTED DETROIT BEET

For Prompt Shipment or Future Contract

The Best Stock of Detroit Beet in America

JEROME B. RICE SEED CO.
Cambridge, N. Y.



1. Adjustable Feed Door.
2. Bevel Gear Drive, oil-tight gearcase.
3. Cut steel drive pinions.
4. Sheetmetal doors bound with steel bars.
5. Removable heavy cast iron machined ends.
6. Sight-feed fresh water supply.
7. Extra strong casting supporting discharge chute.
8. Steam openings at each end of Blancher.
9. No. 10 gauge galvanized iron tank.
10. Adjustable idlers supporting drum, removable from outside.
11. Seams lap-welded for strength and easy drainage.
12. Extra heavy angle iron frame.

BRISTLING
WITH GOOD POINTS

No ordinary blancher has all these features of the

SPRAGUE-SELLS BLANCHER

Thorough design and superior workmanship have put the Sprague-Sells Blancher far in the lead.

The important Sprague-Sells features mean everything to you—real blanching efficiency — freedom from waste — from tinkering — from trouble.

Sprague-Sells Blanchers give the ultimate in service to the user. They will outlast and out-perform any other blancher.

Avoid trouble in the important season just ahead by installing the blancher which merits your full confidence. Write today for quotation.

SPRAGUE-SELLS CORPORATION
Division of Food Machinery Corporation
Hoopeston, Illinois

It was also found that cabbage grown with a limited amount of nitrogen kept better in storage than lots getting a copious supply of nitrogen. Nitrogen during the 1931 season did not limit the growth of cabbage as much as did phosphorus. This is to be expected in a year following a severe drought when nitrogen was neither utilized by plants nor washed away by excessive rains. Inadequate supplies of nitrogen and phosphorus did not seem to affect the quality of the cabbage or resulting kraut nearly as much as a limited supply of potassium.

The survey records have not all been completed so that this report will have to wait until later. It is believed, however, that the data will be more valuable than that secured in 1930.

Dr. John Lyman, Chief of the Agricultural Chemistry Department of Ohio State University gave an interesting address on dietetic value of foods, including Kraut.

The result of the pack report showed that there was decidedly less Kraut packed this year than last.

A WOODEN BOX MANUAL

MANUFACTURERS and shippers can be serviced better in their shipping container requirements since the publication of a ready reference manual on wooden box and crate construction by the National Association of Wooden Box Manufacturers. Although quite technical, the book is of general interest because of the fact that it better equips wooden box manufacturers to service the users of nailed wooden boxes and crates more efficiently.

The manual is really a trade encyclopedia, published in loose leaf form so that it can be kept up to date. No matter for what commodity wooden box manufacturers are called upon to design shipping containers, they can turn to this manual and readily obtain information concerning the latest recommendations for the proper construction of a nailed wooden box or crate for that commodity. The recommendations contained in the manual are based upon extensive laboratory research, and in all cases are for nailed wooden boxes and crates of proved sufficient strength to carry merchandise safely to destination.

This manual brings together under one cover for the first time all the information necessary to wooden box manufacturers. For example, in making recommendations for the construction of a shipping container for any given commodity, consideration was given to Interstate Commerce Commission requirements, state requirements, railroad requirements and Federal Government requirements as well as the fundamental principles of wooden box and crate construction that have been developed during more than twenty years of laboratory study.

Because of the great amount of time and study required in the preparation of the manual, sections of it have been set out as fast as completed so that wooden box manufacturers could begin using the information at once instead of having to wait for the completed work. Being in loose leaf form, the sections can be arranged alphabetically in a standard binder.

PREVENTING FOOD PROFITEERS IN GREAT BRITAIN

AN order to prevent profiteering in foodstuffs which might arise as a result of the depreciation of the pound sterling, the government has recently passed a bill which is entitled the Foodstuffs (Prevent of Exploitation) Bill, according to information furnished the Department of Commerce by George M. Southworth of the Office of the American Commercial Attache' at London. The operative provisions are contained in the first clause as follows:

(1) If it appears to the Board of Trade that by reason of the action of any persons in exploiting the present financial situation there is, or is likely to arise in Great Britain or in any part thereof, any shortage of or any unreasonable increase in the price of any article of food or drink of general consumption, the Board of Trade may by regulation make such provision as they consider necessary or expedient for the purpose of remedying or preventing that shortage or increase in price.

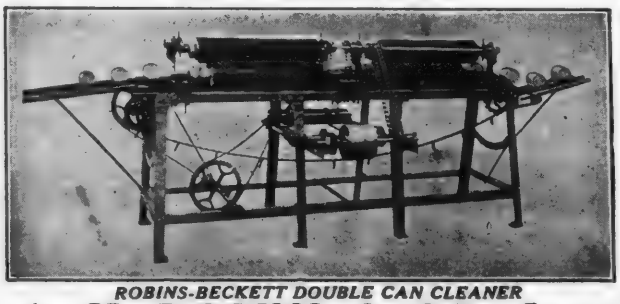
(2) Regulations made under this section may, without prejudice to the generality of the foregoing provision:

(a) confer or impose on any person or body of persons such powers and duties as the Board of Trade may consider necessary or expedient for effecting the purpose aforesaid and contain such incidental and consequential provisions as appear to the Board of Trade to be necessary or expedient for securing the effective exercise and discharge of the powers and duties of the Board and of any powers and duties so conferred or imposed as aforesaid: and

(b) provide for the trial by Courts of summary jurisdiction, of persons guilty of offences against the regulations, so, however, that the maximum penalty which may be inflicted for any offence against any such regu-

WE ARE MANUFACTURERS

ROBINS RETORT

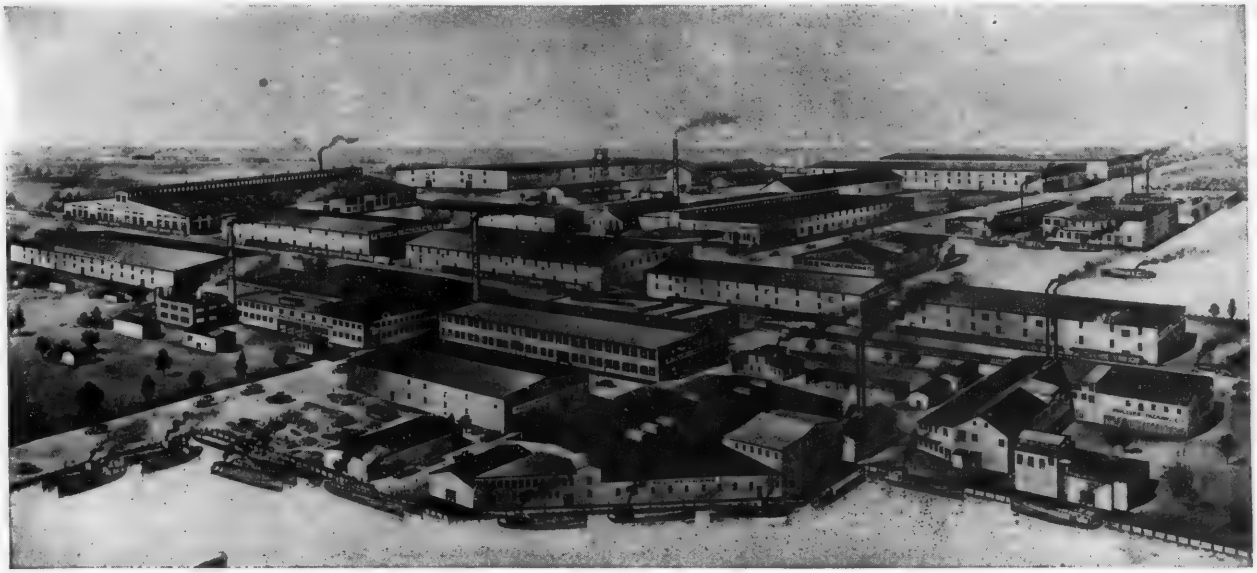


ROBINS-BECKETT DOUBLE CAN CLEANER

McSTAY-ROBINS BOX SEALERS

A. K. ROBINS & CO., Inc., Baltimore, Md.

ROBERT A. SINDALL, President Write for catalog HARRY R. STANSBURY, Vice-President



PHILLIPS CAN COMPANY
Manufacturers of Packers Sanitary Cans
Division of the
PHILLIPS PACKING COMPANY
Packers of HIGH CLASS FOOD PRODUCTS
CAMBRIDGE, MARYLAND, U. S. A.

PHILLIPS SALES CO. Inc.,
BROKERS and COMMISSION
Canned Foods and Canners' Supplies
Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.
CAMBRIDGE, MD. U. S. A.

QUALITY SEED PEAS
Canners Varieties Exclusively
Our unexcelled seed stocks and our vigilant supervision
of their reproduction insures a superior canned product
GALLATIN VALLEY SEED COMPANY
BOZEMAN, MONTANA

lations shall be imprisonment for a term of three months, or a fine of 100 pounds, or both such imprisonment and fine, together with the forfeiture of any articles in respect of which the offense was committed or of any profits accruing to the person committing the offense in respect of the transaction to which the offense relates, or the forfeiture of both such articles and such profits;

(3) As regards any regulation made under this Act neither the expiry of this Act, nor the revocation of the regulations, shall affect the previous operation thereof, or the validity of any action taken thereunder, or any penalty, forfeiture or punishment incurred in respect of any contravention thereof or failure to comply therewith, or any proceeding or remedy in respect of any such penalty, forfeiture or punishment.

In Clause 2 it is provided that the measure shall not extend to Northern Ireland, and that it shall cease to have effect on the expiration of six months from the date of its passing.

DEATH SUMMONS W. R. HALSTEAD

William Robert Halstead, 71, former president of the Halstead Canning Company, Cortland, N. Y., died Saturday, November 28th, at his home, 132 Tompkins Street, following a long illness. He was stricken ill January 15, 1929, while vacationing in St. Petersburg, Fla., and had been in ill health since.

Mr. Halstead was a native of Vienna, Oneida county, where he was born October 2, 1860, a son of Henry and Sally Yager Halstead. In 1880 he became affiliated with the canning business at Oneida and Camden and 20 years later, March 15, 1900, he went to Cortland.

He established a canning factory there in partnership with George P. Yager under the firm name of Yager & Halstead. Later this became the Halstead Canning Company of which Mr. Halstead was president until his ill health forced him to retire. Besides the Cortland plant, the firm has an establishment at Interlaken, N. Y.

He was a member of the Cortlandville Lodge 470, F. & A. M., Cortland Chapter 194, Royal Arch Masons, and Cortland Commandery 50, Knights Templar. He was trustee of the Cortland Cemetery Association, member of the First Presbyterian Church and former member of the Cortland Rotary Club.

Besides his wife, Mrs. Caroline A. Halstead, he is survived by three sons, Arthur R. Halstead, H. Earle Halstead and William E. Halstead; one daughter, Mrs. Ethel Halstead Ingersoll; and three grandchildren, Arlene A.. Anne S. and Henry Earle Halstead, all of Cortland.

METAL PACKAGE NOW IN CHICAGO

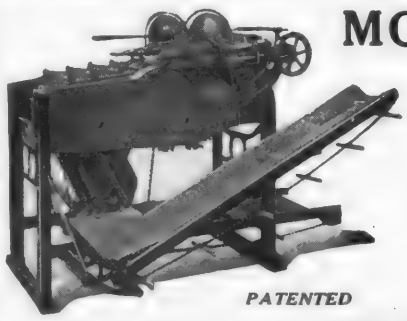
IN line with their consistent policy of service, Metal Package Corporation announce the locating of a plant and sales office in Chicago, where they will now be able to give their trade in that territory more prompt attention than has heretofore been possible.

The fact that their rapidly growing volume of business has warranted this corporation, the third largest manufacturers of cans on this continent, opening up two new sales and manufacturing units in the past year speaks highly of their ability and willingness to satisfy the most particular purchaser of cans. At the present time, they have plants in Maspeth and Brooklyn, New York, Baltimore, Hamilton and Chicago, with branch sales offices at the latter three locations; and with Administrative and Executive sales offices in New York City.

NEW PROCESS FOR SALMON CANNING IN CANADA

AN innovation in the processing of canned salmon is reported by the Department of Fisheries, according to information furnished the Department of Commerce by American Trade Commissioner E. G. Babbitt at Vancouver. The new process is to skin the fish before canning, instead of the usual method of canning with the skin on. It has been successfully carried out during the past season at a cannery on the Fraser River and, according to fishery officers who inspected the plant, the resultant product is satisfactory.

The salmon are first killed by hand and carefully washed in water under pressure. They are then passed on to a bench where women employees carry out the skinning process. The girls are supplied with a wooden clamp tool and a palm knife with which, after starting the skin at the tail, they are able to completely flay the fish in four strips. The salmon then goes to other benches for cutting, packing and cooking in the customary way.


PATENTED

MORRAL BROTHERS

MORRAL, OHIO

Manufacturers of

THE MORRAL CORN HUSKER

Either single or double

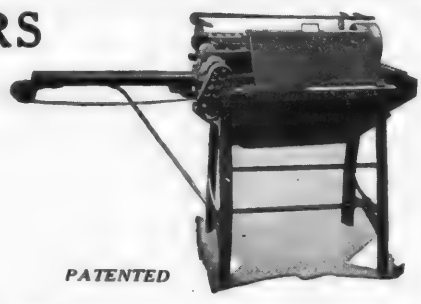
THE MORRAL CORN CUTTER

Either single or double cut

THE MORRAL LABELING MACHINE

and other machinery

It will pay you to write at once for our prices and further particulars.


PATENTED

MORRAL BROTHERS, Morral, Ohio

BROWN BOGGS CO., Ltd., Hamilton, Ontario, Sole Agents for Canada

ARE YOU READY FOR PROSPERITY?

IF prosperity returned today, would you be ready for it? If orders began to pour in, would you be prepared to ship them?

Would you be able to say, "My plant is in ship-shape order; my machinery is overhauled and ready to run. Those new machines I needed so badly have been ordered; my canning plant is up-to-date."

Suppose Dame Nature smiles on you next year—and her smiles are as frequent as her frowns!—suppose bumper crops result—

Will you be ready for them?

Get ready for prosperity now! Come to the Canning Show in Chicago January 25th to 29th. Complete displays of the latest canning devices will be shown.

DON'T MISS THESE!

American Can Theatre Party

Anchor Cap Dinner

Old Guard Dinner

Brokers' Dinner

Dinner Dance

REDUCED FARES TO CHICAGO
Reduced rates on all railroads under the Certificate Plan. Apply to your Association for certificates, or write us.

CANNING MACHINERY & SUPPLIES ASSN.

CONVENTION

JANUARY 25.-29, 1932
STEVENS HOTEL
CHICAGO, ILL.

What Canned Foods Distributors are Doing

Kroger Will Expand Chain In Chicago and Suburbs—Morrill Holds Chain Taxes Forerunner Of General Increased Taxes On All Business—Independent Grocers More Successful In Meeting Chain Store Competition—A. & P. Loses in Suit Against Virgina Tax Statute.

KROGER WILL EXPAND CHAIN IN CHICAGO AND SUBURBS—The Kroger Grocery & Baking Co. has developed plans for the extension of operations in Chicago and its suburbs through the opening of approximately 250 stores over the next two years, company officials revealed recently.

The company now operates about 335 stores in this area, principally on the south side. Further expansion will take place on the north side and in the city's suburbs, according to present plans.

The new stores scheduled to be opened in the two-year expansion program will be, for the most part, of the "special type," inaugurated recently by the company in some of the larger cities in the organization's territory with much success. They will be able to handle a volume of between $6,000 and $10,000 in each of the stores each week. Kroger is considering leasing a large warehouse in this territory to handle the anticipated increased volume, company officials said.

With over-expansion some two or three years back placing the company in such a precarious financial condition that its banking interests finally had to step in and take charge of the company to save it from disaster, some feeling that the company may again be endangering its stability by too-rapid expansion has been felt in trade circles.

However, the present management has been highly successful in effectively "cleaning house," and few of the chain's units could now be accurately described as "dead-wood."

Some of the many stores acquired in the first few years of the company's organization were "dead-heads" and exerted a depressing effect on the earning power of the chain.

Cleaning out these stores was reflected in the chain's earning ability which showed a sharp gain during the current year despite the depression that is hitting every field of industrial business in the United States.

The company's policy in recent months has been to open what have been termed "food department stores," which title is perhaps the best description of them.

The new stores of which the company has but a few located in some of the larger cities in its trading area proved to be a success from the start and the company has profited from the experience acquired in the experimental stores in planning additional stores of this type throughout its wide-spread territory.

Every food handled by the most widely stocked specialty grocery store is handled in the new stores opened by Kroger. Complete lines of every form of canned food is available to the chain's customers from the lowly can of beans to the more aristocratic caviar and similar delicacies.

Morrill Holds Chain Taxes Forerunner of General Increased Taxes On All Business—All business men know from personal observation that much of the increase in taxes required for the support of government can be laid at the door of sheer extravagance and inefficiency, Albert Morrill, president of the Kroger Grocery & Baking Co., said recently in a statement issued to members of the National Chain Store Association, of which he is also president.

He expressed the conviction that business men and the public generally, who have viewed the efforts at chain store taxation with equanimity from the sidelines, will find that this tax concerns them vitally, as it indicates the direction in which legislatures are going.

"If the cost of state government continues to rise, legislators must find new sources of revenues somewhere," Mr. Morrill pointed out. "If tobacco and gasoline taxes fail to keep up with the rising tide of expenditures, let's tax the chain. If the chains are not enough, then all retail sales. If retail sales are not enough, then producers' sales as well, and so ad finitum. A chain tax may be the first step in a line of a disastrous series of business taxes.

"Just now we are vitally concerned with the question of Federal taxes. There is indeed a serious falling-off in revenue, with many fixed expenditures which must be met. We have even heard some national legislators brightly propose a general sales tax as the solution of the whole difficulty, even when they are so uninformed on distribution as to declare that a ½ of 1% general sales tax would bring $2,000,000,000 in revenue instead of the $250,000,000 it would actually yield.

"But in discussing federal taxes, it should be remembered that, even then, we are discussing only one-third of the total tax burden of the country. Further, in the opinion of informed observers, it is more wisely spent, and more productive of genuine results than the remaining two-thirds.

"A basis fact in the present situation, which should not be overlooked, is this: In 1919, state taxes amounted to 8 percent of the total tax burden of the nation. In 1928, they amounted to 16 percent of the total. The proportion doubled in nine years, and it has increased each year, without exception. There is no reason to believe that the trend has been reversed.

"Local taxes also increased, going from a percentage of 32 percent of the total to 50 percent of the total, while federal taxes were decreasing from the war-time high of 60 percent to 34 percent.

"It is true that city and county taxes are one of the blackest spots in this picture; nevertheless, their rate of increase has not been so rapid as for the states. Moreover, so far as sales taxes are concerned, state and local taxes may be of equal importance, since, if states are successful in imposing and collecting sales taxes, cities will adopt the same practice. It is already being threatened and even done, and we may be sure that extensions will be made if possible.

"There is one best answer to our question on how and whether a sales tax can be avoided. That is: The costs of government should not continue to rise in the same ratio as in the past. They should at least keep pace with the growth of wealth and income.

"Since 1915, while national wealth has been increasing 119 percent, and national income increasing 150 percent, taxes have increased 349 percent. Approximately thirty cents out of every dollar of corporate net profit goes for taxes. In a lean year, it may be nearer fifty cents, and in a short time, it will be fifty cents even in a good year.

"We are not concerned here with determining how much of that 349 per cent increase represents extravagance or waste. But since one-half of the present tax total now goes for the upkeep of local government, every business man knows from personal observation that much of the increase can be laid at the door of sheer extravagance and inefficiency. (The State Treasurer of an eastern state recently declared that 'at least 40 cents of every tax dollar collected in the United States is wasted.')

"While the chain tax is directed immediately at the chain, and while the business man and the public generally in the past have viewed this tax with equanimity from the sidelines, yet in fact this tax is one which concerns them vitally. Real importance attaches not to the step which is being taken by the imposition of this form of taxation, but to the direction in which this tax inlicates the legislatures are going. The direction is certainly towards a graduated sales tax, based not on profits, but on volume.

"Chain store taxes are merely symptoms of a trend. They were initiated by the vocal minority which found itself unable to compete with modern efficient methods. Arguments in their favor were listened to patiently by legislators because the arguments dangled before the eyes of the tax raisers new and easy methods of taxation. Chain store tax laws have been defeated only when the facts have been presented to th legislators and it has been shown to them, as the facts always will, that these taxes are unfair, for the benefit of a minority, against a method of distribution of great economic value, and unless confiscatory, are of no real tax raising value.

"With the law on this subject as it now stands, the only line of defense against uniust taxation is in the legislatures. Every producer, every distributor, who pauses to think, will realize that a graduated tax, based on either number of plants or outlets, or on volume of sales, is a definite although indirect attack on the pocketbooks of primarily the producer and distributor, but ultimately of the consumer."

Mr. Morrill concluded with an appeal for cooperation in fighting against the threat of oppressive sales taxes saying "a

united front should be maintained and presented by every producer, distributor and consumer, not to influence legislation improperly, but to acquaint legislators and executives of the States with the burdens and evils of graduated, discriminatory sales taxes which are based on size, rather than profits and must be paid ultimately by the consumer."

Independent Grocers More Successful In Meeting Chain Store Competition—As the current year draws to an end, it is interesting to note the gains made by independent grocers in their fight against chain store domination. While it is true that many independent food distributors have gone bankrupt during the past year, but a slight increase above the normal percentage has developed.

In times like those prevailing at the present time when price is practically the one effective consumer appeal, the gains established by the independent grocers in fighting the grocry chains at their own game of price cuts seem to indicate that the era of the ruthless domination of the retail food distributing industry by any possible one or two gigantic organizations of chain units has not yet dawned in America.

The personal element, which is lacking in the average chain store unit, is perhaps the greatest asset of the independent food distributor. However, he must also be able to meet the prices of the chain units and this has been possible for an ever-increasing number of independents by the growth of the "voluntary chain" systems.

Voluntary alignment of the independent grocer with other independent grocers for co-operative buying, advertising and selling has proved to be the independents' most effective weapon against the chain store competition.

In the grocery field, there are now nearly 60,000 retail members of such "voluntary chains," compared with the less than 57,000 stores of centrally owned grocery chains, according to a recent survey published by the Fitch Publishing Co.

Another potent means of improving the independent's efficiency has been adherence to a strict cash-and-carry basis without delivery service, or making additional charges sufficient to cover the items of credit and delivery expense.

"Elimination of inefficient retail stores, however painful the process, is an inevitable accompaniment of the trend toward lower distribution costs," the survey declared. "But rapid growth of the chain stores at the expense of inefficient independents does not mark the knell of the efficient individual merchant.

"Inasmuch as the nation's retail outlets play such an important part in the nation's business, their efficiency is of primary concern. Particularly, during the current period of marked depression. it has been essential that price reductions be passed on quickly to the consumer. The nation's entire distribution system has accordingly been severely tested and its improving efficiency has been made evident.

"The necessary lag between the lowering of raw material prices and the reduction of retail prices has been held to a minimum since inventories have been under control. Such procedure allows the carrying of only necessary stocks, thus speeding turnover and the passing on to the consumer of the benefits of lower replacement costs.

"It must, furthermore, be realized that distribution has become more complex as living standards have risen. Paralleling the rapid increase in the variety of goods, requiring more and more specialized involved methods of distribution, has been the growth of costly auxiliary 'services'. Hence, a growing proportion of the retail price has been absorbed by wages. Wages cannot be reduced as fast as commodity prices decline, so that, despite the retailer's and 'middlemen's' improved efficiency, delays are inevitably encountered in fully reducing the distribution costs."

Great Atlantic & Pacific Loses In Suit Against Virginia Tax Statute—The Great Atlantic & Pacific Tea Company lost its suit in the United States Supreme Court questioning the constitutionality of the Virginia distributing house license tax.

The grocery chain brought the suit to enjoin collection of the 1931 tax on the organization's distributing house in Virginia, which totalled $5,966.

The Virginia statute directs that "for every distributing house or place in this state other than the place of manufacture operated by any persons, firm or corporation engaged in the business of a merchant in the state, for the purpose of distributing goods, ware and merchandise among his or its retail stores, a separate merchants license shall be required.

The court delivered no opinion on the case but the decision of the lower court upholding the law was sustained on the authority of the ruling in the Indiana chain store tax case.

The case raised the question whether a chain store may be subjected to an additional State's merchant license tax on its distributing house located in that State.

Thomas B. Gay appeared before the court for the Great Atlantic & Pacific Tea Company while W. W. Martin represented the Tax Commissioner of Virginia in the hearing.

The Virginia tax code (section 188) imposes a merchant's license tax based upon purchases and for the year 1930, that tax was paid on each of the company's 226 stores in the State, Mr. Gay explained.

The chain system is also asked to pay an additional tax on goods distributed from its storage house in Richmond, the amount of goods being distributed being regarded as purchases for the purpose of computing the tax. The taxpayer's counsel argued that the additional tax is invalid, since it applies only to concerns operating a warehouse distributing goods to two or more stores.

Informed that the tax was imposed upon wholesalers as well as retailers, the court asked if the distributing house did not act as the equivalent of a wholesaler. Mr. Gay held that it did not, pointing out that 20 per cent of the goods handled through the warehouse involved were purchased from manufacturers and wholesalers in Virginia, and that nothing in the record shows that Virginia retailers customarily buy from Virginia wholesalers.

The chain organization had no opportunity to submit evidence on this point, Mr. Gay continued. The hearing before the three-judge court was upon a motion for an interlocutory injunction, and that the court should not have dismissed the bill, but, having denied the application for an interlocutory injunction, should have left the appellant to its right to a final hearing on the merits, Mr. Gay asserted.

The Indiana and North Carolina chain store cases are not in point, he continued. In those cases, there was no additional tax for the privilege of operating an instrumentality, the sole function of which is to store the goods that are sold through the stores on which a tax had already been imposed.

There is no connection between the requirement for a license on distributing plants and a license on the stores, Mr. Martin argued in behalf of the Virginia Tax Commission. The classification of distributing houses for tax purposes is reasonable, he held.

The tax on the separate stores is for the privilege of operating each store at a specific place, and not for operating a group of stores, including the warehouse, he continued.

The warehouse or storage space of a merchant operating one retail store differs substantially from the distributing house of the operator of more than one store, he said in discussing this phase of the tax. The function of the former is storage; of the latter, distribution. The Richmond plant of the Great Atlantic and Pacific is used to distribute goods in three States other than Virginia, he pointed out.

Even if there is no difference between the appellant's warehouse and the storage space used by a single store, the classification is a reasonable one, Mr. Martin added, citing the Indiana and North Carolina cases in support of this statement. The additional tax on the company's distributing house is within the power of the State, he concluded.

This is the second instance of the chain store interests losing out on court appeals with the judges in both instances citing the ruling of the United States Supreme Court. In the first instance, the United States Supreme Court upheld the North Carolina chain store tax on the basis of the decision of the Indiana case and in the second, a judge in Florida cited the ruling of the Supreme Court in the Indiana and North Carolina cases as upholding the Florida chain store tax measure.

"NICK" RECENTLY MARRIED

NEWS comes to us that E. P. Nicholson, once president of the Tri-States Packers Association and well known in all this section, was married in Louisville, Ky., to Miss Faith Crawford. This took place on November 4th.

Here are all good wishes to you and the bride, and we know we express the sentiments of a great host of friends everywhere. "Nick" as you know is now a member of the famous Stokely Canning firm; and they will live at 2120 Douglas Blvd., Louisville, Ky.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes - 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.

Kettle Manufacturers . . Established 1876

Don't read this - if you don't think much of your machinery - but if you do, you will order C.M.C. today to protect and insure against rust during the inactive season.

F. H. Langsenkamp Company, 229 E. South St., Indianapolis, Indiana.

Wanted

WANTED—Representation of canneries to jobbers, chains and buying exchanges in Northern California. Nineteen years experience wholesale grocery, canning and brokerage business in California. Opening new offices; do you want new blood; new enthusiasm; prompt efficient and dependable service. References all buyers; correspondence solicited.

Clyde LeBaron, 16 California St., San Francisco, Calif.

For Sale—Tomato Pulp

FOR SALE—Tomato Pulp. Several cars of strictly whole tomato pulp, of good color and fine flavor, in five gallon cans. Car loads only.

W. L. Jones Food Co., Pemberville, Ohio.

Situations Wanted

WANTED—Executive Position by Accountant experienced in canned foods, costs, statements, income tax reports, all office detail and management, correspondence. Exceptional references.

Address Box 5, Greensboro, Md.

POSITION WANTED—As Superintendent by packer of general line of vegetables; beans, peas, tomatoes, corn, beets, kraut; and other lines. Wide experience in all phases of management, production and mechanics. Prefer yearly, but will consider seasonal proposition.

Address Box B-1832 care of The Canning Trade.

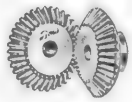
WANTED—Position as Manager or Superintendent by one experienced in management, packing, etc. Have handled all fruits and vegetables, tomato products, jams and jellies. Have also had some selling experience and will consider proposition with brokerage, machinery or supply house.

Address Box B-1833 care of The Canning Trade.

WANTED—For California cannery, competent Eastern packer, capable of taking full charge as Superintendent of plant, with complete knowledge how to pack Tomato Products, Beans of all kinds, small Vegetables (no Corn or Peas), and Fruits, Total season's pack averages 250,000 cases. Write giving previous experience and references. Do not apply unless you believe you can handle position.

Address Box B-1834 care of The Canning Trade.

GEAR, SPROCKETS, TRANSMISSION



Service to machinery manufacturers and the canning industry.

We maintain a large assortment of stock gears and are equipped to furnish sprockets, gears, and silent gears on short notice.

SLAYSMAN & COMPANY

Manufacturers of Industrial Gears.

801 E. Pratt St., Baltimore, Md.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts.

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN

(INCORPORATED)

225 E. ILLINOIS ST., CHICAGO, ILL.

POWDERED APPLE PECTIN

SPEAS-NUTRL-JEL

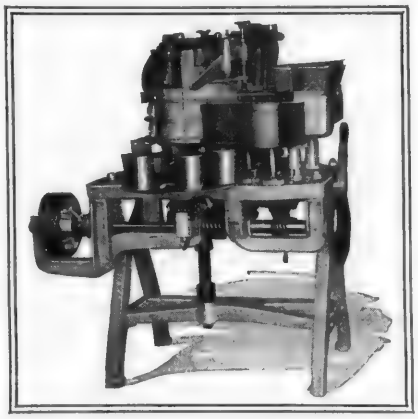
NEUTRAL IN COLOR AND FLAVOR

Write or Wire for Samples and Prices

SPEAS MANUFACTURING CO.

Kansas City, Mo.

Licensed under Patents 1,646,157, Oct. 18, 1927; 1,655,398, Jan. 3, 1928; Application 166,020 Feb. 4, 1927.



A MACHINE THAT BROUGHT ABOUT A NEW PROCESS.

With the inception of the Hansen Automatic Kraut Filler the old method of hand filling, brining, exhausting and cooking kraut was replaced by the Hansen Kraut Process.

The Hansen Automatic Kraut Filler fills, brines and tops pre-sterilized kraut into 60 cans per minute, with one operator, and passes them direct to the sealing machine, eliminating the necessity for exhausting and cooking. In addition to a great saving in labor and equipment the Hansen Automatic Kraut Filler, by accurate can filling, produces approximately 10% more cases per tank than hand pack methods.

If you would compete, investigate the Hansen Automatic Kraut Filler.

HANSEN CANNING MACHINERY CORP.
CEDARBURG, WISCONSIN

HANSEN

Hansen Pea and Bean Filler
Hansen Corn Cooker Filler
Hansen Fruit and Vegetable Filler
Hansen Sanitary Conveyor Boot
Hansen Sanitary Kraut Filler
Hansen Quality Pea Grader
Hansen Automatic Tomato Filler
Hansen Four Roll Beet Topper
Hansen Sanitary Gallon Filler
Hansen Whole Grain Corn Cutter
Hansen Chili Con Carne Filler

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

STRAIGHTENING MATTERS

"What makes you order ice cream for the first course and soup for the last?"

"Well, my stomach is upset, so I eat my meals backwards."

SPEAKS FOR ITSELF

Diner—I'm sure you must have a remarkably clean kitchen in this hotel.

Waiter—I think we do, but why?

Diner—Well, most everything tastes of soap.

OUT OF HUMOR

He—You are the sunshine of my life. Your smile falls like lightning into my soul. With you by my side I would defy all the storms of life.

She—Is this a proposal or a weather report?

NOT GUILTY

A builder who was called upon to respond to a toast at a big public dinner felt very nervous. He simply said: "I am unaccustomed to public speaking. My proper place is on the scaffold."

LIGHT STUFF

Frosh—What keeps the moon from falling?

Another Dumbell—It must be the beams.

NOT HIS LINE

Lady—A strong man like you ought not to beg. Why don't you look round for a job?

Hobo—I can't look round, lady; I gotta stiff neck.

STOPPED HER

Teacher—(to a boy sitting idly in school during writing time)—Henry, why are you not writing?

Henry—I ain't got no pen.

Teacher—Where's your grammar

Henry—She's dead.

THIRTY DAYS

Magistrate (not in the city court)—Have you ever been up before me?

Accused—I don't know—what time do you get up?

THE REMEDY

Mother—What is little Billy crying for?

Father—Well, he nearly swallowed my cuff-links, so I gave him a couple of cuffs.

Harriet—How is it you don't speak to Archie any more?

Frances—He clapped his hands when I was singing.

Harriet—But I don't see where that's anything but a compliment.

Frances—He clapped them over his ears.

TIN CANS are feeding the world —carrying foods and merchandise of all descriptions into the dreary wastes of the polar regions . . . down lazy tropical rivers . . . over deserts and mountains, jungles and plains. Heekin Cans for years have been preferred by leading canners—canners who know of that close, intimate, personal interest that Heekin gives to all accounts, no matter the size of the order. Heekin is serving canners all over the country—promptly, efficiently and on time every time. We'd like to serve you the same way.

You'll find them everywhere..

HEEKIN CANS

The Heekin Can Co., Cincinnati, O.

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, DECEMBER 14, 1931

WEEKLY REVIEW

Market Holds Steady, Pressaging a Strong Entry Into the New Year—How Some Are Going After Christmas Box Business—Canned Foods Industry Is Looking Up.

THE MARKET—The canned foods market has continued on without material change, either in prices or conditions. Prices, however are firmer, better fixed, and ready to meet the oncoming year in a way that is encouraging. Weak holders have been well worked out, or their immediate requirements satisfied, and that leaves the present holders of the goods in much improved position. The surprise will come when it is found that fully half of the 1931 packs have moved into consumption, and are out of canners' hands, corn excepted. The steady drain of the small-order buying has been taking the goods to a greater total than generally noted, and it will not be surprising to find sudden advances in prices soon after the turn of the year. The old whiz that buyers are not buying—that is that the buyers are still very unwilling in their orders—will be heard, but that is not the governing factor. The people are buying and eating canned foods, as probably they never did before, and as the winter goes on this call for the goods will grow heavier. The wholesale buyers are unwilling but not the consuming buyers. The economy of canned foods is coming home to consumers who never before dreamed that they would have to exercise economy in their buying for their tables. That means a vast army of new buyers added to the previous good number, and we will see the results, and that very soon. The unwilling buyers will be driven to action, or the canners will drive around them, direct to the retailers, as many are doing now. The people want the goods, and the canners want to supply them, and they are not going to be blocked by this dog-in-the-manger attitude of the buyers. Even the banks are beginning to see this reaction, and if they can see it, everyone else surely can.

This week canned beets are lower; corn is lower on some items; hominy is higher; some peas are lower, and although the Coast is cutting prices on canned spinach, this market has advanced its prices. This constitutes the changes in canned foods prices. It need only be added that the steady buying in small lots is going on.

The next important thing is how to make a market for your goods where one does not appear now. And one of the best things in that line is this Christmas Box suggestion. They are taking to it, and there will be lots of those boxes made up and sold. The National Food Brokers Association has just gotten out a good circular, urging its members to get behind this move, and help. The circular is worth repeating here, as an evident market help:

CHRISTMAS CANNED FOODS SALE

FOR some weeks you have been receiving copies of the advertisements in the campaign undertaken under the sponsorship of the National Canners Association. This is, of course, of more direct interest to those of our members who sell canned foods than to those who are specialists in other lines.

Right now the campaign is approaching one of its peaks in the special advertisement to appear in the Saturday Evening Post for December 19th, which will be on sale next Tuesday, December 15th. Copy of this advertisement was mailed you by President Millar, with a special letter a few days ago.

To make it possible for every element of the industry to profit from this advertisement, it is of utmost importance that every retail grocery outlet in every section of the United States and Canada is tied up with the advetrising. In fact, undoubtedly more people will see the display in grocers' windows than will see the printed word in the Post.

The time is short for effective effort, but in these few remaining days, the best work can be done. You will have time between the moment you receive this bulletin until the day before Christmas to reap results. There are two important chores ahead of every one in the industry, and the broker is in excellent position, as the sales representative of the canner, to see that they are done.

The first is to make sure that every wholesale distributor understands and is prepared to take full advantage of this opportunity for quick and wide distribution of canned foods, and the placing of this staple item of groceries in a new class, i.e., holiday goods. Every wholesale salesman should be plugging right now for displays and group sales of canned foods for Christmas packages. The broker can be sure that he has had this message from his employer, the wholesaler.

The second chore is to be sure that every retail distributor understands what it is all about and is prepared. Every retail outlet should have a window and store display of suggestive Christmas assortment packages of canned foods on the morning of December 15th, when the advertisement appears. If he does not have a proof copy of the advertisement, he should buy a copy of the Post, tear out the page and display it in his window, or store in connection with the gift cases. A few dozen cans of assorted canned fruits and vegetables, or a few assorted cases, or straight cases, will make an impressive display, and will start something.

The National Canners Association, 1739 H. St., N. W., Washington, D. C., will supply you, or the jobber or the retailer, on request with proofs of the advertisement, and special Christmas labels for the canned food cases. Because the time is short, you will have to hurry. But, direct and vigorous action will create a real business for you and your customers in a short time, if you will work.

And here is the way a canner, 'way down in Maine, is answering the call. They say they are sending this letter to the trade all over New England, and that the responses to it are very satisfactory. Here it is:

Lewiston, Maine, December 9, 1931.

Gentlemen:

We suppose that together with most wholesalers you are endeavoring to sell your retailers the idea of Christmas packages of canned goods, in line with the plan advanced by the National Canners Association in their present country wide advertising.

We are featuring at this time our HEART OF MAINE CHRISTMAS SPECIAL. A one-dozen package containing:

4 cans of our Fancy Golden Bantam Cream Style corn.

4 cans of our Fancy Mothers Style Applesauce.

4 cans of our Fancy Diced Potatoes in Cream.

We offer this combination at $.90 factory for immediate shipment.

With conditions as they are, many people are desirous of giving practical gifts at Christmas time. We feel that this package will not only satisfy this desire, but will at the same time establish a demand for repeat orders for home use on these quality products.

The supply of these boxes is limited.

Order your share by wire at our expense and have same in time for the holiday demand.

Respectfully yours,
HEART OF MAINE PACKING COMPANY.

You can help the cause and help yourself if you will remind the committees working upon unemployment relief that they will save wastage of food, through spoilage, and make the food go further, if canned foods are used wherever possible. Get out of the beaten track and make new paths to canned foods consumers. That's good business for all concerned.

Make no mistake the canned foods industry is decidedly on the up and up, and looks very promising for the new year, especially when compared with lots of other industries. No, you are not going back to the mountain-high prices; "them days is gone forebber"; but you are going into those days when the public will pay a very fair profit, for goods that are as they like them—not disappointing—and if you answer them with such goods (especially if you label them so that they can know what is in the can without having to open it) they will keep you more busy than you ever were before. Canned foods were given the go-by during the money-mad days, when Mrs. Neurich thought she could eat nothing but the rarest of "fresh" (save the mark!) foods; but now that hard times have come again, canned foods have come into their own, and are coming faster every day. We are going to be the first to come out of this bad mess—you watch and see.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

New Low Future Grapefruit Price—Hopes Rise in Canned Fruits — Tomatoes Continue Firm — Lower Prices on Coast Spinach—Asparagus the one Product Not Subject to Price Cutting—Pea Market Grows Firmer.

New York, December 10, 1931.

INVENTORIES—The usual pre-inventory dullness prevailed in the local market during the past week and little increase in trading is looked for until after the first of the year. Routine replacement busiuess has diminished somewhat, but a fairly steady stream of immediate shipment orders continued. A new 1931 low for grapefruit futures was set with a posting of $1, Tampa, for No. 2s, by a large Florida factor.

Prices continued unchanged with but minor exceptions, the trade holding that before any price advances can be sustained, even in the stronger packs, buying will have to show a substantial increase.

Some confidence was afforded to the canned fruit market when apparently authoritive reports from the Pacific Coast indicated the allied groups there working towards a higher price list for California fruits were making substantial progress.

Grapefruit—Formal opening prices of $1 for No. 2s, fancy, posted during the week by a leading Florida packer brought the futures list for this pack to a new low. Prices for 2s now range from $1 to $1.10, with other sizes priced proportionately. It is possible to shade the lower figures on a big enough order, it was reported.

However, with old pack grapefruit available as low as 85 cents for No. 2s, New York, the trade is showing little interest in any future bookings. Little futures buying will develop until the local market is cleaned out of the carryover pack and the new pack price list has shown some signs of stability. With the price structure as weak as it is now, buyers prefer to wait in order to assure purchasing at the lowest level.

California Fruits—Still groggy from the effects of the sharp slash in pineapple prices, California fruits assumed some stability in the local market on reports from the Pacific Coast that the banking and can company groups which have been working for some weeks to find some solution of the rather confused market status of this market are meeting with some success in signing packers to their program.

Some talk of restoring prices to the formal opening levels has been heard from the Coast, but local buyers point out that this would be extremely difficult in view of the present low pineapple prices. If, as has been rumored in some quarters, pineapple prices will be advanced when demand reaches a point where consumption of the larger part of the 1931 pack is assured, the work of the group would be greatly facilitated.

Prices continue firm here with neither buyers nor canners willing to commit themselves at present prices until some definite announcement of the results of the Pacific Coast conference is available.

Tomatoes—Tri-states continued firm with packers reluctant to confirm sales at present prices due to increased feeling that this pack will be the first to reflect any improvement in market conditions. Some buyers are making tentative offers for future deliveries at present prices, but are not meeting with much success.

No. 2s are held at 65 cents, with 3s at $1 and 10s range from $3 to $3.15, according to the ability of the packer to demand a premium over the lower market price.

Spinach—Lower offerings by California packers pushed prices for that pack down slightly but buyers refused to commit themselves in any quantity at the present time. It was thought that recent offerings at sub-market prices were due to the desire of a large Pacific Coast factor to raise funds at this particular time and do not represent any marked weakness in the market.

Apricots—Continued to be a strong factor in California fruits with the larger sizes in demand. Stocks in hands of canners are rapidly diminishing and prices are expected to work into higher levels. Buyers are meeting with difficulty in securing supplies at the present time and when demand picks up, the resulting bulge between supply-and-demand will be reflected in prices.

Asparagus—Is one of the few canned foods that has not suffered from price cutting due to distress selling and other market conditions. The organization of canners of this item, composed of 8 or 9 of the major factors in the field on the Pacific Coast, is one of the few canners cooperative organizations that has been effective. Sensing that 1931 was going to bring lower prices for all food, the organization scaled prices down at the opening as low as possible and then sat back. Although this pack has suffered from the curtailed demand from the public more than others, being classified as more or less a "luxury" prices are stable. Buyers thus are able to cover without any fear that the following day or week will see a sharp decline in prices that will cost him money.

Peas—As supplies of the cheaper grades of peas continue to lessen in canners warehouses, buyers are more anxious to fill requirements. While no actual price advances have developed as yet, the undertone of the market is strong and any substantial increase in demand will see prices move higher. Fancy grades continue in supply with prices irregular.

Corn—Showed little change with Maine corn still offered around 85 cents for No. 2s, Golden Bantam and Crosby. Western and Southern packers continue to offer goods at low levels. No improvement in this pack can be expected until Maine firms up and there is no immediate change in the prices for this pack expected. The bumper pack this year has damaged confidence in prices and it will take a radical change in market conditions to move this pack into higher price levels under present conditions.

Salmon—Despite seasonal inactivity in this group, prices held firm with little change noted. Some replacement shipments were reported but brokers feel that little activity will be seen in the canned fish group until after January 1. Maine sardines are in a fair market position but demand is dull and prices could be shaded on firm bids, the trade feels. Other canned fish showed little change.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Buying Only Where Quick Sales Are Possible—Eastern Tomatoes Stronger—Some Concessions in Peas—Buyers Think They Have Enough Corn Until Turn of Year—Cheap Beans—Better Prices on Milk—Fruit Sales Drag.

Chicago, December 10, 1931.

ORDERS ON QUICK SALES—There is relatively little doing among jobbing buyers here unless it be on an underpriced offering which can be taken out and sold quickly. Brokers who have had such goods report active sales but as far as the ordinary run of business is concerned it has been sub-normal. The retail trade are refusing to buy canned foods except in mincing fashion and altogether there is no snap to business such as one might fairly expect in retail channels in December.

Tomatoes—Somewhat more strength to eastern offerings; 65c for No. 2 standards seems to be as low as most first class producers will quote; where 10 days ago a number of sales were registered at 62½c, and occasionally at 60c from the Roanoke district. Buyers are not suporting these higher asking prices feeling that when it comes time to buy they can take their chances. Nobody seems to feel any danger of a runaway market although admitting that no doubt a lot of selling will be done in the next few weeks.

Peas—Wisconsin standards generally quoted at 90c, with reports here and there of some deals completed in the 80s; a few peas out of Ohio are quoted slightly lower. Eastern peas are not coming into this territory at this time as Maryland prices rule as high as Wisconsin.

Higher grades of peas, of which Wisconsin has ample supply, are easy on price, and on specific inquiry some interesting propositions can be worked out; but sellers are sitting back and not doing much urging beyond waiting on customers who express definite interest.

Corn—Relatively little new business reported this week; buyers seem content to ride along for December with present holdings; sellers and their finance backers likewise satisfied to let 1931 terminate and see what develops in January. Corn is certainly cheap enough to enjoy big sales as soon as buying support can be enlisted. A strain of optimism toward corn prevails among the better class canners; but of course the packer who is harassed by his finance necessities cannot always follow his best judgment.

Beans—A lot of cheap beans have been flooding in here from Maryland and consumers have been getting some fine values at about 2 cans for 15c. The supply seems to hold out at primary sources beyond the expectations of most of our best posted operators; assuredly there must be a time ere long when supplies will be exhausted.

Western canners are most of them refusing to try to meet the Maryland basis even though there are rumors of extreme bank urgence in this connection.

Milk—Better prices now rule among the independents; it is becoming increasingly difficult to get prompt shipments, canners seem able to sell as fast or faster than they can turn in out at from 25c to 35c case under the advertised goods.

Some sharp sub-zero weather will bring about an additional lessening in milk flow and higher costs on raw milk.

California Fruits—Locally sales are still dragging; buyers deferring interest although it is whispered about that big operators are quietly laying hold of some reserves while present low prices prevail. It is believed that a peach control movement will be started during December which will put a very definitely changed aspect on the market.

Franklin MacVeagh & Co., Quit Business—Chicago wholesale circles were much surprised to receive the announcement this week that this fine old horse is terminating operations. It will mean a distinct loss to the entire market and general regrets are expressed on all sides.

MacVeagh's have always stood for the best type of merchandising and the established quality of their various brands has been a by-word with housewives over the entire middle west for two generations.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Raw Shrimp Market Dull—Canned Shrimp Pack Is Of High Quality—Oyster Pack Continues Light—Louisiana To Enforce Strict Oyster Law.

Mobile, Ala., December 10, 1931.

SHRIMP—The raw shrimp market nor the canned shrimp market will have anything to trouble it from this section as far as production is concerned for several months to come, because the shrimp trawlers have laid up their boats and packed away their nets until next Spring. A few of them will endeavor to make a living catching shrimp for the raw market, but even these have knocked off temporarily, due to the slack demand for shrimp.

Some of the shrimp trawlers have gone to oystering for the raw shippers and the canneries and the balance are waiting for the canning factories to put them on, so the fall shrimp pack is over with.

This season's shrimp pack will go on record as being one of the finest in point of quality that has even been produced in this section in the history of the industry. The canners had the upper hand of the situation with the shrimpers and they insisted that only strictly fancy, fresh stock be delivered to their canneries, hence the product turned out is the last word in a quality shrimp pack.

On the other hand, the "Specialty pack," such as the low cans and the glass pack is of an unusually good quality this season, and last, but not least, the article, which is a delicious food, is within the reach of all in price. No packer should get over-anxious to move his pack, because it is going to move only in one way and that is the now popular "Depression style," which is only to supply the immediate requirements of the trade. Under the circumstances, let's peg along in an as good spirit as is consistent with our station in life, because fearing for the "worse" to come will not keep it away and we all should have found this out by now.

The price of canned shrimp is down to where it ought to move the same as any other staple food commodity: $1.20 per dozen for No. 1 medium and $1.30 per dozen for No. 1 fancy, f.o.b. factory.

Oysters—The oyster pack has started in this section in a light way and whether it will continue in this manner for the balance of the season, remains to be seen, but one thing sure is that it is not going to be a heavy one.

The Mississippi sea food canners and the Louisiana authorities are having a squable over the oysters in the Louisiana marsh.

Louisiana wants to enforce a strict regulation this year compelling boats that take oysters out of the state to first take the oysters to a Louisiana port of entry, unload the oysters at said port, have them measured by the inspector, pay the taxes, then load them back in the boats again and carry them to the out-of-the-state factories that were intended.

No Mississippi factory could afford to take oysters out of the State of Louisiana if said regulation was enforced, because the extra time and labor that the additional unloading and loading again operation takes would run the cost of the oysters very high and the time consumed reporting to the port of entry to have the oysters measured and the extra handling of the oysters in many cases would kill the oysters or render them unfit for canning.

The New Orleans merchants have always received the bulk of the business of the Mississippi coast towns from Biloxi to Bay St. Louis and the Mississippi boats pay license and taxes to Louisiana for removing oysters from Louisiana waters, therefore, it is doubtful if Louisiana would benefit if the Biloxi factories were moved to Louisiana, because as stated above, the New Orleans merchants now through the channel of commerce get practically every dollar that the shrimpers, oystermen and labor of Biloxi makes, which might not figure in the agregate as much if the sea food factories of Mississippi were located in Louisiana where conditions are not as adapted to the succesful operation of the sea food canneries as Biloxi is and the factories if transferred to Louisiana territory would not handle as many oysters as they are handling in Biloxi and consequently the revenue to the state of Louisiana would fall short of what it is when the canneries are operated in Biloxi.

Of course, all this can not be determined by mere discussion, but when one takes into consideration that the best sites for factories in Louisiana are on very marshy territory which calls for big expenditure for the laying of the foundation alone, one is very safe in saying that the chances of any sea food factories being erected in Louisiana these depressed times is very remote, even if Mississippi is shut out completely, so it looks like Louisiana has all to lose and nothing to gain, at least this season, by enforcing the regulation which she proposes to enforce.

It looks like cove oysters are going to be retailed cheaper than a dime a can, because buyers are clamoring for 70c a dozen oysters and really it looks like this price is cheaper than the cove oysters can be packed now, but unfortunately for the industry there is always the fellow that is willing to take a chance.

THE COMMON COLD
By The United States Public Health Service

THE common cold is something more than a nuisance, according to the U. S. Public Health Service; it may be the forerunner of a much more serious respiratory disease, such as bronchitis, or pneumonia. In view of its possible association with these serious respiratory diseases, the common cold may actually become a menace to life.

In the second place, the common cold is a very expensive disease. In the factory and in the school more time is lost from the common cold than from any other disease. Industry and education are both hard hit, and the cost of time lost from work and study is a financial burden of no small proportions. The parent, the wage-earner, and the taxpayer are paying the piper.

Since the common cold is such a large factor in the health of the nation and such a waste of the nation's time, it is of the utmost importance that its ravages be prevented as far as possible.

As a first principle in prevention we must recognize the fact that colds are infectious and contagious. Much time and effort have been spent in trying to discover the particular germ responsible for the common cold. The latest work seems to indicate that the cause of this disease is to be found in a filterable virus, that is, this virus will pass through a filter and even a high-powered microscope cannot detect the offending organism.

The infective agent is found in the nasal secretions of the victim, who has acquired the infection by direct or indirect contact with someone else suffering from the disease. If you wish to avoid a cold, give your sneezing, coughing friends a wide berth.

The difficulty of avoiding infection is frankly acknowledged. During the cold season of the year, colds are very prevalent, and a large number of the patients are walking abroad in the land because they will not be kept in by "just a cold." The innocent bystanders suffer. They are sprayed with the infection liberated by a chorus of sneezes. The hands of a person with a cold are practically sure to be infected from his nasal secretions, and the infection will be conveyed to articles he handles and to other hands which he touches. Hence, it is almost impossible to avoid direct or indirect contact with the infection unless the people who have colds are willing to take measures for the protection of their fellows.

The best method of protection, for both the sick and the well, is for the patient with a cold to go home—to bed, if necessary—and to stay there until he has recovered. The patient needs quiet, rest, and proper care, and he cannot obtain these in office, shop or factory. While thus doing the best thing for himself, he is likewise adopting one of the best methods of protecting the general public.

But the time has not yet come when everyone with a cold will retire from public contacts. Perhaps it is too much to expect in the case of a disease the uncomplicated form of which does not actually force a person to his bed. If he does go out among his fellows, howevr,e he should, in common decency make every effort to protect them. Every cough and sneeze should be covered to prevent spraying the infection over helpless associates. The patient's hands should be washed many times a day to remove the infection which might otherwise be passed on to someone else. Keeping the hands scrupulously clean is a simple but worthwhile aid to the prophylaxis of the common cold.

While we should avoid all possible contact with these sufferers in our midst, keeping a safe distance from them whenever possible, we have our own part to play in this matter of protection and prevention.

FEDERAL FOOD CHEMIST TAKES UP VINEGAR AND PICKLE RESEARCH

DR. HARRY E. GORESLINE, who recently joined food research staff of the Bureau of Chemistry and Soils, United States Department of Agriculture, is continuing the bureau's extensive investigations on vinegar, pickle, and sauerkraut fermentations begun by Dr. Edwin LeFevre more than ten years ago but interrupted by Doctor LeFevre's sudden death in 1929.

Doctor Goresline comes to Washington from the engineering experiment station at Iowa State College, Ames, Iowa, where for five years he was actively engaged upon a study of the treatment of dairy and trade wastes by fermentation. He has had wide experience in both the chemistry and microbiology of large-scale fermentations.

TRADE-MARKS

Following are trade-mark applications for canned foods and fresh and dried fruits and vegetables pending in the U. S. Patent Office, which have been passed for publication and are in line for early registration, unless opposition is filed promptly.

For further information address Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, 600 F Street, N. W., Washington, D. C.

As an additional service to its readers, The Canning Trade offers an advanced search free of charge on any mark they may contemplate adopting or registering.

December 2, 1931.

MARY LOU, canned vegetables, canned fruits, canned fish, canned meats, etc. Use claimed since March 21, 1928. Market Wholesale Grocery Company, Chicago, Ill.

TOY, pickles. Use claimed since February 20, 1925. James Arthur Weller, Jr., doing business as The Welmont Packing Company, New York, N. Y.

WEST TOWN BRAND, spices, oils and food flavoring extracts, etc. Use claimed since June 1, 1931. Harold Morris Schromer, doing business as West Town Spice Company, Chicago, Ill.

CERTIFOODS, canned sieved foods, namely, spinach, carrots, peas, beans and vegetable purees. Use claimed since September 2, 1931. Certifoods, Inc., New York, N. Y.

KEEN-WEENY, meat filler cooked in a covering of farinaceous dough, in the nature of a sandwich. Use claimed since September 1, 1931. Keen-Weeny Company, Los Angeles, Calif.

HARDEE'S A & G, canned and frozen shrimp. Use claimed since May 1, 1931. John R. Hardee, Jr., doing business as J. R. Hardee & Son, Galveston, Tex.

MAPLEWOOD, canned vegetables. Use claimed since September 1, 1909, by Waldo Canning Company, Waldo, Wisc.

KING PICK, pickles, olives, relishes, prepared mustard, hot sauces, etc. Use claimed since October 10, 1929, by King Fuller Crandell Company, Chicago, Ill.

GREATNESS, canned fish. Use claimed since April, 1929, by Victor M. Calderon Company, Inc., doing business as Uniao Industrial, Ltd., New York, N. Y.

"OUR INTEGRITY IS IN THE CAN," canned fruits, canned vegetables. Use claimed since June 24, 1931, by Greco Canning Company, Inc., San Jose, Calif.

PANTRY MAIDE, salad dressing, French dressing, mayonnaise, may-nais-ham, etc. Use claimed since September 5, 1930, by The Friedman Manufacturing Company, Chicago, Ill.

CASSIN BRAND, canned sardines. Use claimed since October, 1913, by R. U. Delapenha & Co., Inc., New York, N. Y.

ROSINELLA, canned peas, canned tuna fish, canned tomatoes. Use claimed since April, 1931, by B. Filippone & Co., Passaic, N. J.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	3.75
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.60
Peeled, No. 2½	.....	4.60
Medium, No. 2½	.....	3.25
Green Mammoth, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq.	.....	3.50
Small, No. 1 sq.	.....	2.85
Green Mammoth, No. 1 sq.	3.40	3.10
Small, No. 1 sq.	2.80	2.70
BAKED BEANS‡		
16 oz.	.50	.....
No. 2½	1.05	.....
No. 10	3.25	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2	.60	.57½
Standard Cut Green, No. 10	3.00	3.00
Standard Whole Green, No. 2	.90	.95
Standard Cut Wax, No. 2	.75	.....
Standard Cut Wax, No. 10	3.75	.....
Red Kidney Standard, No. 2	.90	.....
Standard, No. 10	4.25	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2 Tiny Green	1.65	1.75
No. 10	8.00	.....
No. 2, Medium Green	1.45	.....
No. 10	7.00	.....
No. 2, Green and White	.95	.....
No. 10	5.25	.....
No. 2, Fresh White	.75	.80
No. 10	4.00	.....
Soaked, No. 2	.75	.....
BEETS‡		
Baby, No. 2	1.40	.....
Whole, No. 2	1.10	.....
Whole, No. 3	1.10	.....
Whole, No. 10	3.50	4.00
Cut, No. 2	.80	.95
Cut, No. 10	2.85	.....
Diced, No. 10	3.75	.....
CARROTS‡		
Standard Sliced, No. 2	.75	.....
Sliced, No. 10	3.25	.....
Standard Diced, No. 2	.65	.....
Diced, No. 10	3.25	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	.85
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	.80	.....
Extra Standard, No. 2	.70	.....
Standard, No. 2	.65	.65
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.90	.....
Extra Standard, No. 2	.70	.....
Standard, No. 2	.62½	.60
Standard, No. 10	4.10	4.25
HOMINY‡		
Standard Split, No. 3	1.00	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard No. 2	.82½	.....
No. 10	4.25	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	1.00	.....
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.72½	.....
No. 2 Fancy Sweets, 2s	.....	1.70
No. 3 Fancy Sweets, 2s	.....	1.60
No. 4 Fancy Sweets, 2s	.....	1.30
No. 5 Fancy Sweets, 2s	.....	1.20
No. 5 Std. Sweets, 2s	.....	1.00
No. 4 Early June, 1s	.....	.80
No. 1 Std. Alaskas, 2s	1.20	.....
No. 2 Std. Alaskas, 2s	1.05	.....
No. 3 Std. Alaskas, 2s	.95	1.00
No. 4 Std. Alaskas, 2s	.90	1.05
No. 2 Std. Alaskas, 10s	5.00	.....
No. 3 Std. Alaskas, 10s	4.75	5.25
No. 4 Std. Alaskas, 10s	4.50	5.00
PUMPKIN‡		
Standard, No. 2½	.90	†1.00
No. 3	1.00	†1.05
No. 10	3.00	†3.10

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.65
No. 2½	.80	.82½
No. 3	.85	.90
No. 10	2.55	2.70
SPINACH‡		
Standard, No. 2	.75	.75
No. 2½	1.20	1.00
No. 3	1.25	.....
No. 10	3.50	3.50
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 2	1.15	.....
Standard Green Corn, Dried Limas, No. 2	1.00	.....
(Triple) No. 2 (with tomatoes)	1.15	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory	.75	.....
No. 2½	.90	.90
No. 3	.95	1.00
No. 10	2.75	3.00
TOMATOES‡		
Extra Standard, No. 1	.55	.....
F. O. B. County	.52½	.50
No. 2	.80	.....
F. O. B. County	.75	.....
No. 3	1.25	.....
F. O. B. County	1.20	.....
No. 10	3.50	.....
F. O. B. County	3.35	.....
Standard, No. 1	.52½	.....
F. O. B. County	.50	.....
No. 2	.70	.65
F. O. B. County	.67½	.....
No. 3	1.05	.....
F. O. B. County	1.00	1.00
No. 10	3.25	.....
F. O. B. County	3.10	3.15
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.37½	.37½
No. 10, Whole Stock	2.50	2.25
Standard, No. 1 Trimmings	.35	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	.....
Pennsylvania, No. 10, water	3.00	.....
Pa., No. 3	1.25	.....
No. 10, solid pack	3.50	.....
APRICOTS* (California)		
Standard, No. 2½	1.60	1.45
Choice, No. 2½	1.80	1.65
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	.....	.....
No. 3	.....	.....
No. 10, water	4.00	.....
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.60
No. 10	5.50	4.75
CHERRIES*		
Standard Red, Water, No. 2	.....	.....
White Syrup, No. 2	.....	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	5.25	.....
California Standard, 2½	2.40	1.90
Choice, No. 2½	2.60	2.25
Fancy, No. 2½	.....	2.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.57½	.....
No. 2	1.20	1.00
No. 5	4.00	4.25
No. 1 Juice	.80	.....
No. 5 Juice	3.60	.....
PEARS*		
Standards, Keifer No. 2, in syrup	1.00	.....
Fancy, No. 2½	1.50	.....
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.15
Choice	2.75	1.95
Standard, No. 10	6.50	6.25

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C.	1.35	1.40
Choice, No. 2½, Y. C	1.55	1.60
Fancy, No. 2½, Y. C	.....	.....
Extra Sliced Yellow, No. 1	.85	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE*		
Hawaiian Sliced, Extra, No. 2½	1.50	1.35
Sliced Standard, No. 2½	1.35	1.20
Sliced, Extra, No. 2	.....	1.15
Sliced Standard, No. 2	.....	1.00
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	5.00	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	1.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	2.50	.....
No. 10s	9.50	.....

Canned Fish

HERRING ROE*		
10 oz.	.75	.....
17 oz.	.80	.....
19 oz.	1.00	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	2.25
¼-lb. cases, 4 doz.	.....	1.60
OYSTERS*		
Standards, 4 oz.	1.00	.....
5 oz.	1.10	†1.10
8 oz.	2.00	.....
10 oz.	2.20	†2.20
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaskas, Tall, No. 1	2.45	2.35
Flat, No. ½	1.75	.....
Cohoes, Tall, No. 1	1.85	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.77½	1.07½
Pink, Tall, No. 1	.97½	.....
Sockeye Flat, No. 1	3.35	.....
Flat, No. ½	.75	.....
Chums, Tall	.92	.97½
Medium, Red, Tall	2.00	.....
SHRIMPS§		
Dry, No. 1	1.40	1.40
Wet, No. 1, Large	1.35	.....
SARDINES§ (Domestic), per case		
½ Oil, keyless	.....	†3.00
¼ Oil, Decorated, keys	.....	†3.65
¼ Oil, Tomato, Carton	.....	†4.10
¼ Oil, carton	.....	†4.10
¼ Mustard, Keyless	.....	†3.20
¾ Mustard, Keyless	.....	†2.90
California Oval, No. 1	1.55	†2.95
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼	3.35	.....
Striped, ½s	4.75	6.25
Striped, 1s	8.25	11.50
Yellow, ¼s, Fancy	4.65	.....
Yellows, ½s, Fancy	7.30	6.50
Yellow, 1s	13.55	12.50

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTERS, for Chain Devices.

Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BASKETS, Picking

Baskets, Wire, Scalding, Picking, etc. See Cannery Supplies.

BEET MACHINERY.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

BELTS, Carrier, Rubber, Wire, Etc.

Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.

Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.

A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.

Ayars Mach. Co., Salem, N. J.
Bottle Screw Caps. See Caps.

BOX (Corrugated) SEALING MACHINES.

A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper.

BOXES, Lug, Field, Metal.

Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.

BROKERS.

Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.

A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.

Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.

Ayars Mach. Co., Salem, N. J.

Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.

E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAPPING MACHINES, Soldering.

Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Capping Steels, Soldering. See Cannery Sup.

CANS, Tin, All Kinds

American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANING AND GRADING MACHY., Fruit.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.

Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Hoopeston, Ill.

CLOSING MACHINES, Open Top Cans.

E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

COOKERS, Continuous, Agitating.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.

Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Hoopeston, Ill.

COPPER COILS, for Tanks.

Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

CORN CUTTERS.

Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

CORN SHAKERS.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.

Berlin-Chapman Co., Berlin, Wis.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Hoopeston, Ill.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).

Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.

Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).

American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.

Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

FIBRE CONTAINERS for Food (not hermetically sealed).

American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.

Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GEARS, SPROCKETS, Etc.
Slaysman & Co., Baltimore.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Generators, Electric. See Motors.

GLASS-LINED TANKS.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.

GUMS, for labels and cases
F. G. Findley Co., Milwaukee, Wis.

Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Hoopeston, Ill.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

LABEL MANUFACTURERS.
R. J. Kittredge & Co., Chicago
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
F. G. Findley Co., Milwaukee, Wis.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Hoopeston, Ill.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

PULP MACHINERY.
Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

PUMPS, Air, Water, Brine, Syrup.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Hoopeston, Ill.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Hoopeston, Ill.

TANKS, Wooden.
Sprague-Sells Corp., Hoopeston, Ill.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

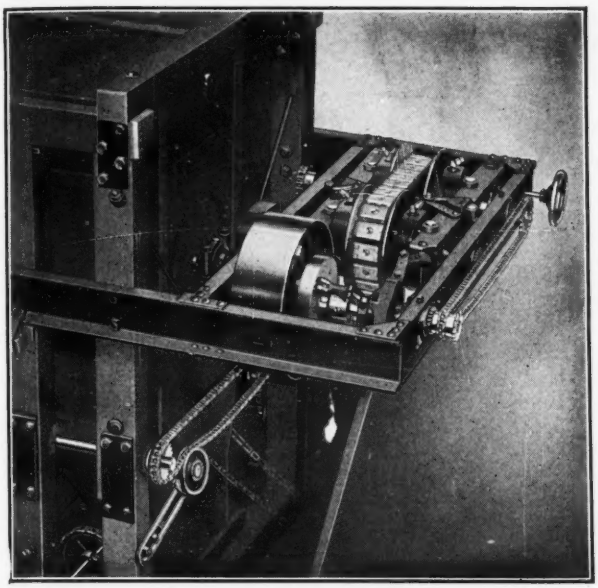
Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

WRAPPERS, Corrugated, Bottle.
Hinde & Dauch Paper Co., Sandusky, O.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.



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MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

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BROWN BOGGS FOUNDRY & MACHINERY COMPANY, Ltd.
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KITTREDGE LABELS CHICAGO

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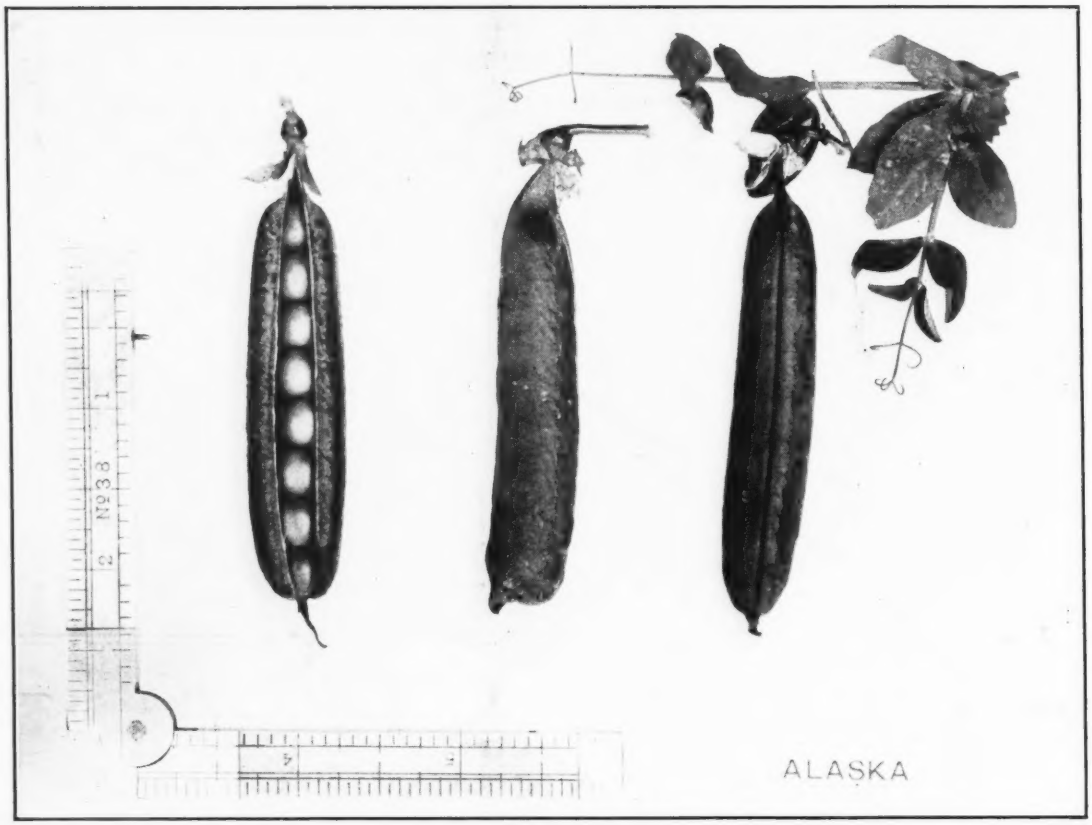

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From the beginning of the canning of Peas the *ALASKA* has been used in larger volume than any other variety. Consequently we are devoting constant effort to the development of better and still better strains. In the vital factors of *Pod size, number* of *Peas per Pod,* and *Number of Pods* per *Vine Ready* for *Canning* at a *Given* Day, our stock is a *Leader.*

More than 1000 acres are devoted to Breeding Ground operations to insure continuous Pedigreed Lines of parent stocks of all kinds of seed that *Canners* use.

ASSOCIATED STOCKS ARE KNOWN FOR QUALITY

WE SOLICIT YOUR ORDERS FOR 1932 PLANTING OR UNDER FUTURE CONTRACT

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